# The NATIONAL UNDERWRITER



A Comprehensive Reinsurance Service

# GENERAL REINSURANCE CORPORATION

Financial Statement, December 31, 1944

# ASSETS Cash in Banks and Offices . . . . . \$ 2,590,037.46

Cash in Danks and Omces	\$ 2,590,057.40
Investments:	
Bonds \$16,864,525.79	
North Star Reinsurance Corporation Stock 3,441,977.09	
Other Stocks 4,797,654.99	
Mortgage Loans 113,493.75	
Total	25,217,651.62
Premiums in Course of Collection (not over 90 days due)	702,979.40
Accrued Interest	91,432.05
Other Admitted Assets	11,406.54
Total Admitted Assets	\$28,613,507.07
LIABILITIES	
Reserve for Claims and Claim Expenses	\$12,733,611.02
Reserve for Unearned Premiums	3,228,729.33
Reserve for Commissions, Taxes and	
Other Liabilities	1,459,386.44
Catastrophe Reserve	350,000.00
Voluntary Reserve	1,841,780.28
Capital \$ 1,000,000.00	
Surplus 8,000,000.00	
Surplus to Policyholders	9,000,000.00
Total	\$28,613,507.07

Bonds and stocks owned are valued in accordance with the requirements of the New York State Insurance Department. • On the basis of December 31, 1944 market quotations for bonds and stocks owned (other than stocks of affiliates), Total Admitted Assets would be increased to \$28,975,352.00 and Voluntary Reserve to \$2,203,625.21. • Securities carried at \$3,843,319.17 in the above statement are deposited as required by law.

Casualty and Bonding Lines

# NORTH STAR

### REINSURANCE CORPORATION

Financial Statement, December 31, 1944

#### ASSETS

Cash in Banks and Office	\$ 525,651.96
Investments:	
Bonds \$5,703,924.87	
Common Stocks 1,496,260.00	
Mortgage Loans 28,233.66	
Total	7,228,418.53
Balances due from Ceding Companies (not over 90 days due)	225,161.87
Accrued Interest	
Other Admitted Assets	-
Total Admitted Assets	\$8,023,722.87

#### LIABILITIES

Reserve for Claims and Claim Expenses	\$ 858,746.00
Reserve for Unearned Premiums	3,631,249.03
Reserve for Commissions, Taxes and Other Liabilities	58,450.23
Capital \$1,000,000.00	
Surplus 2,475,277.61	
Surplus to Policyholders	3,475,277.61
Total	\$0.022.722.03

Bonds and stocks owned are valued in accordance with the requirements of the New York State Insurance Department. • On the basis of December 31, 1944 market quotations for bonds and stocks owned, Total Admitted Assets would be increased to \$8,140,218.48 and Surplus to \$2,591,773.21. • Securities carried at \$473,717.85 in the above statement are deposited as required by law.

Fire and Allied Lines

90 JOHN STREET, NEW YORK 7

200 BUSH STREET, SAN FRANCISCO 4

THURSDAY, MARCH 22, 1945



# WHAT INSURANCE HAS DONE TOWARD VICTORY

TODAY, every business and industry must be judged by a new standard—its contribution, direct or indirect, toward the winning of the war.

The men and resources of the fire insurance industry have been utilized to the full in the mobilization of our nation's might. A large proportion of the male employees are serving with the armed forces. Many others have been, and are, devoting a large part of their time and energies to unpaid civilian war activities. Further, a large proportion of the income of the industry is converted directly into War Bonds.

In all these ways, fire insurance has aided the general war effort of the United States. Added to this is the immeasurable and vastly important overall support rendered by the whole "industry which protects other industries" in its never-ceasing war on man's ancient, indefatigable enemy—fire.

Through the vigilance, skill and protective work of its inspection and engineering facilities, the fire insurance industry has not only helped prevent many disastrous fires—it has presented the country with the equivalent of hard-won production victories. Toward this end, we intensified our efforts in 1944. Yet, it is unfortunately true that in spite of all efforts, there was an increase in the number of fires in 1944, the result of the accelerated wartime production tempo. Consequently we plan to redouble our preventive activities in the critical year ahead ... a contribution to the America our men are fighting for.

#### STATEMENT

December 31, 1944

#### ADMITTED ASSETS

Cash in Office, Banks and Trust Com-	
panies	21,220,339.31
United States Government Bonds	34,764,718.31
All Other Bonds and Stocks	76,426,404.54
First Mortgage Loans	368,005.60
Real Estate	3,772,527.58
Agents' Balances, less than 90 days due	8,637,873.31
Reinsurance	
Recoverable on Paid Losses	1,697,960.88
Other Admitted Assets	157,610.37

#### LIABILITIES

Total Admitted Assets . . . \$147,045,439.90

Reserve	for	Unear	rn	ed	Pr	en	im	ms		.\$	56,900,611.00
Reserve	for	Losse	18								17,391,935.00
Reserve	for	Taxes									2,870,000.00
Reserve	for	Misce	lla	ne	ous	A	cee	un	its		913,950.86
Funds H	eld l	Under	Re	in	uri	m	e T	re	ati	es	58,461.60

Total Liabilities Except Capital \$ 78,134,958.46 Capital . . . . 15,000,000.00 Surplus . . . 53,910,481.44

Surplus as Regards Policyholders 68,910,481.44

Total . . . . . . . . . . . . \$147,045,439,96

Note: Bonds carried at \$3,645,555.62 amortized value and cash \$50,000.00 in the above statement are deposited as required by law. All securities have been valued in accordance with the requirements of the National Association of Insurance Commissioners. On the basis of actual December 31st market values, total Admitted Assets would be increased to \$146,811,817.64 and Surplus to Policyholders would be increased to \$70,496,559.18. Surplus adjusted to reflect Canadian Assets and Liahilities on United States Dollar basis.



#### Directors

LEWIS L. CLARKE
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WILLIAM L. DEBOST
WILFRED KURTH
EDWIN A. BAYLES
GORDON S. RENTSCHLER
ROBERT GOELET

GEORGE MCANERY
ER GUY CARY
OST HAROLD V. SMITH
HARVEY D. GIBSON
S FREDERICK B. ADAMS
SCHLER ROBERT W. DOWLING
GEORGE GUND
HAROLD H. HELM

IRE . AUTOMOBILE

MARINE

THE HOME, THROUGH ITS AGENTS AND BROKERS, IS AMERICA'S LEADING INSURANCE PROTECTOR OF AMERICAN HOMES AND THE ROMES OF AMERICAN INDUSTRY The Boards of Directors of
Insurance Exchange Building Corporation

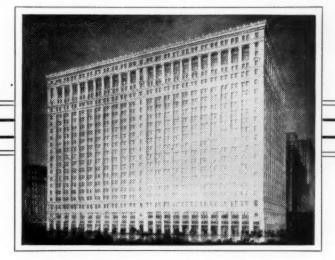
Underwriters Building Corporation

announce the appointment of

L. J. SHERIDAN & CO.

as Management Agent of the

# INSURANCE EXCHANGE BUILDINGS



# L. J. SHERIDAN & CO.

Submit for the consideration of responsible corporations, firms and individuals, office area now available in the

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XUM



insurance protects just like other accident policies. Right now, before you go, get this insurance in any amounts you wish—up to \$200,000. Just phone your insurance man and he'll do the rest.



This advertisement will help you sell NORTH AMERICA'S Foreign Travel Accident Insurance. It appears in Newsweek, United States Investor, Saving Bank Journal and Banking.

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ingly low, due to our

confidence in the safety

and convenience of today's

aircraft. Whether you travel

by commercial airline, Army ATC, Navy NATS planes, or by

any other mode of transportation,

this essential policy protects you throughout your entire trip.

Company of North America's Foreign Travel Accident

After you set foot on foreign soil, Indemnity Insurance

E. P. Norw.

J. I Se to

NEV tire as Norwie ard P. Mr. F wich preside Fire o and Union J. M. sistant Norwi demni come preside and Union R. J. deputy and v shortly as ove in Eng

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# E. P. Smith Heads Norwich Union as W. M. Frink Retires

J. M. Sinclair Named Secretary—Macmichael to Head Office Post

NEW YORK-W. M. Frink will retire as United States manager of the Norwich Union group June 30. Everard P. Smith, secretary, will succeed Mr. Frink as U. S. manager of Nor-

wich Union and wich Union and president of Eagle Fire of New York and Norwich Union Indemnity, J. M. Sinclair, assistant secretary of Norwich Union Indemnity, will become secretary of the group and vicepresident of Eagle and Norwich and Norwich
Union Indemnity.
R. J. Macmichael,
deputy manager



and vice-president
of the group, will leave New York
shortly to take up his new appointment
as overseas manager at the head office

in England.

as overseas manager at the head office in England.

Mr. Smith has been with Norwich Union 23 years, serving as assistant accountant and accountant. He was appointed secretary in 1927 and has been a member of the board of Eagle Fire since 1930 and of Norwich Union Indemnity since 1935. He is a native of Baltimore and attended Baltimore City College. He graduated from the University of Maryland law school in 1912. He was with Reinsurance Clearing House and American Reinsurance Exchange prior to joining Norwich Union.

Mr. Sinclair entered the service of Norwich Union at Glasgow in 1926. After a varied experience in Great Britain he went to India in 1934 and two years later was transferred to Singapore to handle the group's interests in Malaya and adjoining territories. He came to this country in 1941 as assistant secretary of Norwich Union Indemnity.

Mr. Macmichael has been with Norwich Union for more than 20 years and has spent the last 12 in various parts of the world. He came to New York

of the world. He came to New York as vice-president of Norwich Union Indemnity in 1938 and attained his present position as deputy manager of Norwich Union and vice-president of Eagle in 1941.

with Union and vice-president of Eagle in 1941.

Mr. Frink started as a clerk in the western department of Connecticut Fire in Chicago. Later he filled various field positions with Royal, retiring as agency superintendent in its western department in 1925 to become assistant general agent of Norwich Union. His advance. agent of Norwich Union. His advance-ment to general agent and again to as-sistant U. S. manager followed. He has been the U. S. manager since 1941. He is a man of very amiable disposition and has made fast friends in company and agency ranks throughout the coun-

#### John Rich with Loyalty

John Rich has been appointed special agent for the Loyalty group out of the Wayne county office in Detroit. Mr. Rich was formerly in Ohio with Republic and also with Northwestern National in Detroit.

# Ranking of Leading Stock Fire Companies in 1944 ADMITTED ASSETS

		1944	1943	1942	1941	1940	1939	1938	1937	1936	1935
Hartford	159,164,609	1	1	1	1	2	2	2	2	4	3
North America	156,422,075	2	2	2	3	3	3	3	3	2	2
Home, N. Y	147,045,440	3	3	3	2	- 1	1	1	1	1	1
	131,722,090	4	4	4	4	4	4	4	4	3	4
Fidelity-Phenix	107,076,891	5	5	5	5	5	5	5	5	5	5
Fireman's Fund Phoenix, Conn	107,076,891 82,556,657 73,958,219	6	7	8	11	11	11	11	12	11	10
Phoenix, Conn	73,958,219	7	6	6	6	6	6	6	6	6	9
	70,373,636	8	8	.7	7	7	7	7	.7	9	6
Great American	64,185,234	9	10	11	10	9	9	9	10	8	7
St. Paul P. & M	61,212,562	10	11	10	9	10	10	10	11	12	11
National, Conn American, N. J	60,424,834 48,549,900	11	9	9	8	8	8	8	8	7	8
Firemen's, N. J	47,130,231	13	14	15 13	16	16 15	16	16 12	16 14	16 13	15 12
Firemen's, N. J		14	13	14	15 13	14	15 14	14	15	14	14
U. S. Fire	46,908,781	15	15	12	14	13	13	13	13	15	13
Automobile Conn.	39.603.461	16	17	17	17	17	17	17	18	20	23
Travelers Fire	44,093,758 39,603,461 38,509,891	17	16	16	18	18	18	18	17	22	24
Niagara	32,674,943	18	18	22	23	22	20	20	20	17	17
Glens Falls	30.736.186	19	19	26	26	28	29	31	30	28	32
North River	29,974,334 29,550,702	20	22	24	22	25	22	21	24	18	21
	29,550,702	21	20	. 19	19	19	19	19	19	19	18
General, Wash	29.041.992	22	26	28	32	37	39	44	45	49	48
Queen	29,369,542	23	23	20	25	23	23	23	21	23	19
Fire Association	29,186,736	24	21	21	20	20	24	24	25	25	22
Federal, N. J Conn. Fire	28,954,563	25	25	25	24	24	25	26	26	29	30
Conn. Fire	28,042,145 26,709,063	26	24	23	21	21	21	22	22	26	25
Royal	26,709,063	27	27	27	27	26	26	25	23	27	20
Westchester	25,962,983	28	30	31	29	30	33		33	32	31
National Union Hanover	24,701,882	29 30	28	33	36	33	36	36	34	38	35
Franklin	24,441,259 23,900,157 23,706,084	31	31	32	28	27	27	28	28	21	26
National Liberty	23,706,131	32	33	35	31	29	28	27	27	24	28
Merchants, N V	22,895,332	33	35	38	37	35	34	34	35	34	36
L. & L. & G General Exchange.	22 875 042	34	32	30	33	31	31	32	29	31	27
General Exchange.	22,634,743	35	29	18	12	12	12	15	9	10	16
American Eagle	22,634,743 22,397,032 21,842,497	36	37	26	34	32	30	29	46	36	41
Swiss Reins	21,842,497	37	36	34	38	40	37	38	37	44	42
New Hampshire	20,751,879	38	38	37	35	34	35	35	32	35	34
Providence Wash	20.600.076	39	40	40	40	42	41	42	41	37	40
Northwestern Natl.	20,007,335 19,133,418	40	39	39	39	39	43	40	40	40	37
Agricultural Comm. Union, Eng.	19,133,418	41	41	42	42	44	4.4	43	43	43	43
Comm. Union, Eng.	18,096,028	42	42	44	45	45	47	47	48	47	46
American Equit	18,086,164	43	56	59	57	58	55	55	55	46	51
Pennsylvania Fire.	18,054,846 17,739,392 17,515,620 16,947,603	44	43	41	41	41	40	39	39	41	39
Security, Conn	17,739,392	45	44	47	47	48	48	49	50	51	49
No. British & Merc.	16,010,020	46	45	43	43	43	42	41	36	42	38
Camden	14,503,909	47	46	48	46	50	51	46 51	51	48 52	52
Milwaukee Mech Northern, N. Y Globe & Rutgers	14,147,769	49	48	49	50	49	49	48	49	50	50
Globe & Butgers	13,645,022	50	50	50	48	47	45	45	42	30	29
Pearl	13,399,477	51	49	45	44	47 36	32	30	31	39	45
Alliance, Pa	13,096,136	52	51	51	52	51	52	52	52	53	54
Newark	19 826 989	53	52	52	53	52	53	53	53	54	53
Fidelity & Guar	12,201,327 $12,201,327$ $11,758,456$ $11,709,273$	54	54	56	59	66	66	69	72	82	
Old Colony	11,758,456	55	53	53	54	55	54	54	54	55	56
Old Colony Pacific National	11,709,273	56	58	57	60	60	60	73	80		* *
London Assurance. Home F. & M New York Under Republic, Texas	11,585,082	57	55	54	55	57 .	59	59	56	58	61
Home F. & M	11,562,265	58	60	63	68	69	67	70	73	81	78
New York Under	11,369,548	59	57	55	56	59	57	57	59	61	59
Republic, Texas	10,923,816	60	59	60	58	62	58	60	61	63	63
American Amance	10,923,816 10,762,475 10,394,988	61	61	64	65	61	56	56	57	56	57
Rhode Island	10,394,988	62	67	58		0.5	0.0	00			58
Northern, Eng Standard, N. Y	10,335,753	63	63	62	63	65	63	62	60	59	76
Employers Fire	10,144,663	64	62	61 72	67	67	77	77	77	80	10
Pacific	9,463,646 9,347,515 9,211,544	66	65	66	64	63	61	61	66	60	67
Pacific Scott. Un. & Nat	9 211 544	67	64	65	66	64	62	58	58	57	55
Sun	9,048,737	68	70	68	71	75	75	72	69	65	64
Reinsurance Corp.,	9,020,418	69	78	0.0							
Commonwealth	8,947,210	70	68	67	69	68	64	63	63	71	68
Prudential. Eng.	8,917,387	71	69	75	80						
Prudential, Eng Amer. & Foreign	8,917,387 8,909,502	72	76	77	74	80					
Equitable F. & M	8,745,723	73	71	73	73	71	70	68	70	73	71 .
Atlas	8,665,625	74									
London & Lanc	8,582,813	75	75	69	75	72	65	64	65	64	60
Atlas London & Lanc Phoenix, Eng Eureka-Secur.	8,530,527	76	72	71	77	74	73	67	62	66	62
Eureka-Secur	8,489,527	77	77	79	78	70	69	0.0	0.5		
Mercury	8,444,151	78	80	83	79	81	80	82	85	74	72
Mercantile	8,402,406	79	73 79	70	72	73	68	66	67	69	
American Central.	8,338,728	80	13	80	81	76	71	65	64	0.0	65

#### NET PREMIUMS WRITTEN

		1944	1943	1942	1941	1940	1939	1938	1937	1936	192
		1944		1842	1941	1940	1393	1338	1991	1330	130
Home, N. Y\$	71,422,544	1	1	1	1	1	1	1	1	1	1
Hartford Fire	54,479,465	2	2	2	2	2	2	2	2	2	2
North America	41,396,489	3	3	3	4	3	4	- 3	4	4	3
Aetna Fire	32,356,263	4	4	4	5	5	5	4	5	6	6
Continental	29,468,105	5	5	6	6	6	6	6	6	ā	6 5 7 12 8 15 9 11 13
Fireman's Fund	28,331,366	6	6 9 7 8	5	7	7	7	8	7	7	7
American, N. J	24,519,979	7	9	8	10	10	10	12	11	11	12
Fidelity-Phenix	23,035,878	8	7	7	8	8	8	7	9	9	8
Travelers Fire	21,920,769	9	8	14	12	13	11	11	12	12	15
Natl. Fire, Conn	21,469,450	10	10	13	9	9	9	9	8	8	9
Great American	20,856,084	11	12	9	13	14	15	10	10	10	11
Springfield F. & M.	20,706,161	12	14	15	15	15	13	14	13	13	13
St. Paul F. & M	20,349,498	13	13	11	16	16	16	16	16	16	10
Firemen's, N. J	19,931,700	14	11	10	14	11	12	13	15	14	14
Automobile, Conn	18,639,607	15	15	12	11	12	14	15	14	15	18
General. Wash	15,087,504	16	16	23	24	26	24	23	33	35	35
U. S. Fire	14,635,470	17	17	16	18	18	17	17	17	17	16
Phoenix, Conn	13,077,930	18	18	19	19	19	18	18	20	22	20
Glens Falls	12,407,740	19	19	18	21	24	26	25	28	27	26
Royal	11,674,724	20	21	17	23	22	20	19	19	18	17
National Union	11,617,980	21	20	26	20	21	22	24	24	24	25
Swiss Reins	11,553,888	22	24	31	38	39	36	35	31	32	28
Queen	11,370,792	23	25	21	27	27	25	22	26	25	24
L. & L. & G	10,796,943	24	22	20	25	25	21	20	21	20	19
Fire Association	10,194,701	25	23	22	17	17	19	21	18	19	21
Amer. Equitable	9,901,088	26	43	56	56	51	42	42	46	45	21 46 27
Westchester	9,758,479	27	26	25	26	28	27	30	29	29	27
North River	9,304,372	28	27	27	28	32	30	31	34	28	30
Franklin	9,286,032	29	29	35	22	23	23	27	22	21	31
Hanover Fire	9,227,882	20	28	29	30	31	34	37	38	40	40
Providence Wash	8,998,000	31	30	28	31	3.4	32	33	32	34	32
	8,364,496	32	34	32	29	29	31	32	36	36	36
North B. & M	8,290,022	33	33	36	24	35	29	28	25	26	23
North B. & M	0,200,022	0.0	60	0.0	-3	0.0	20	=0	20	ar of	20

(CONTINUED ON NEXT PAGE)

# **Buyers in Poll** Vote for Diemand **Group Proposals**

#### Release Survey of Opinion on Multiple Underwriting **Power Ouestions**

NEW YORK — American Manage-ment Association's insurance division, which held its annual insurance conference this week has released the results of its survey of insurance buyers to learn their attitude toward the extension of multiple-line powers of insurance companies. The survey grew out of the recommendations of the company committee headed by President John A. Diemand of North America, appointed by Commissioner Harrington of Massachusetts, which recommended, after long investigation, that companies be permitted considerably broader underwriting powers. "These recommendations were opposed by representatives

tions were opposed by representatives of the Insurance Executives Association, chiefly on the ground that there was neither a real public demand nor need for such a measure," according to the A. M. A. announcement.

The five proposals of the Harrington committee were approved by a majority of the buyers responding. Those approving the extension of multiple-line underwriting felt that such a step would give them "more for less." This measure would reduce handling and overhead expense, the number of policies which a buyer would have to take out, the number of companies he would have to deal with, and the period required for

the number of companies he would have to deal with, and the period required for placing insurance on unusual risks.

Buyers favoring an extension of underwriting powers refused to accept the chief rebuttal argument that there was "neither an important demand nor an actual need" for such a measure. They felt that the same thing might be said about almost any proposed developsaid about almost any proposed develop-ment, and that the mere preservation of ment, and that the mere preservation of the status quo would not meet their needs. Insurance must keep pace with the changes in our way of life. There should be no objection against extend-ing, simplifying and streamlining under-writing powers in order to provide a more practical and flexible system. In-stead of waiting for buyers to demand such changes, companies themselves should initiate them, these respondents declared.

#### Reasons for Disapproval

Buyers disapproval

Buyers disapproving the recommendations felt that large buyers are already adequately provided for. An extension of powers would result in increased costs, because the advantages of specialized knowledge and flexibility would be lost. The particular problems of each industry and each company would not be so well attended to. And, even if a change were desirable, the existing system had been so carefully built up that it would be almost impossible to change it.

As to the recommendation that companies with minimum policyholders' surplus of \$1½ million be permitted to do a composite business abroad, 71% of the buyers replying approved, 20% disapproved, 9% did not answer. Those supporting the extension said such a measure would increase the effi-

(CONTINUED ON PAGE 18)

# Collision Increase

#### Executive Group Meets in Lansing-Aviation Development Plan Under Way

LANSING, MICH .- Plans for postwar development of aviation insurance and unanimous adoption of a resolution protesting the increase in automobile collision rates marked the meeting here of the executive committee of the Michigan Association of Insurance Agents, together with major committee chairmen and local board presidents. The session was attended by 41 persons.

Edwin J. Quick, Muskegon, chairman edwin J. Quick, Muskegon, charman of the aviation insurance committee and himself a student pilot, said his group is working with the state board of aero-nautics, local airport authorities, flying nautics, local airport authorities, flying clubs and other groups to determine insurance needs, assist with aeronautical projects, and establish broad contacts for development when civilian flying experiences its anticipated boom with the return of thousands of war-trained pilots and air-borne services forces generally. The committee plans, he said, to have completed a comprehensive program setting forth the potential coverages required and available. This information will be furnished the membership as guide to business opportunities in this field. Meanwhile, it was recommended that local boards lay the groundwork for close cooperation with groundwork for close cooperation with flyers and aviation interests generally by assisting airport projects and help-ing to obtain matching funds for de-velopment of ports with governmental

#### Claim Increase Is 34%

Claim Increase Is 34%

The group framed a resolution, directed to George Carter, Detroit, conference committee chairman, asking that he present to the Western Automobile Underwriters Association a strong protest of the new automobile collision rates. It was pointed out that while the new rates had been portrayed as representing an increase of approximately 25% that the actual increase, due to altered classifications, amounted to some 34% for the average "A" book holder. It is reported by several of the agents that the new rates already have had an extremely adverse effect on renewal business, resulting in numerous cancellations. cancellations.

An interesting proposal for developing automobile business was presented by Virgil Lazarus, Royal Oak Underwriters, Royal Oak, who is developing an organization known as Road Service, Inc., which will be operated through agents, cooperating companies and garages throughout Michigan and ultimately in other states. The program contemplates a complete road service to insured motorists, utilizing named and listed garages in every locality. Organization already has started in the Detroit area.

#### Legislation Reviewed

There was considerable discussion of legislative matters. Clyde B: Smith, Lansing, former N.A.I.A. president and chairman of the state law and legislation committee, reported on pending and prospective bills. Commissioner Forbes explained his legislative objectives. A general amendatory bill, embodying numerous modernizations and strengthenings of the insurance code, was given a hearty endorsement. The bill is slated for a public hearing before the insurance committees on March 22. Mr. Smith also explained develop-There was considerable discussion of Mr. Smith also explained developments in connection with the senate bill designed to broaden the state fire fund to include extended coverage risks and to increase the fund from \$1,000,000 to \$5,000,000. He pointed out the need for insuring of high-hazard, concentrate and a state reserved. centrated-value state properties in priv-

# Mich. Agents Protest Ranking of Fire Companies Is Shown

(CON'T FROM PRECEDING PAGE)

				_							
		1944	1943	1942	1941	1940	1939	1938	1937	1936	1935
National Liberty	8,237,245	34	31	46	43	40	41	29	27	30	34
Commer. Un., Eng	7,997,671	35	32	24	32	30	33	36	30	31	29
Connecticut Fire	7,891,854	36	35	34	36	37	35	38	37	38	39
Camden Fire	7,797,394	37	38	40	37	36	28	34	35	33	33
Fidelity & Guar	7.651.964	38	36	42	39	41	40	47	48	55	53
Niagara Fire	7,474,441	39	37	41	40	45	43	41	40	39	37
Boston	6,753,375	40	41	37	42	42	39	39	39	37	38
Federal, N. J	6,634,317	41	40	30	35	38	45	54	42	46	57
New Hamp, Fire	6,425,198	42	44	52	46	44	4.4	44	50	47	44
Security, Conn	6,342,236	43	39	38	44	53	53	51	43	44	47
Milwaukee Mech	6,311,705	44	42	45	52	49	52	45	56	5.7	56
Northern, Eng	5,844,425	45	51	47	51	58	55	52	53	51	50
Amer, Auto. F	5,818,726	46	49	62	59	61	62	65	74	-	-
Northern, N. Y		47	46	48	45	43	38	40	41	42	42
	5,812,544	48	63	68	67	48	37	46	58	78	40
Pacific National	5,656,172		47			46	47	48	45	43	43
Northwestern Natl.	5,620,367	49		50	49		48		44	41	41
Pennsylvania Fire.	5,540,974	50	48	60	61	59		43	60	60	
Sun	5,396,872	51	54	44	50	55	60	57			55
Employers Fire	5,042,240	52	52	72	70	71	69	73	78	80	81
American Eagle	5,023,920	53	57	54	66	69	68	66	65	64	59
Prudential, Eng	4,988,467	54	50	77	58	66	83	69	67	71	67
Standard, N. Y	4,984,209	55	55	43	64	56					
Home F. & M	4,892,180	56	60	59	69	70	65	78	80	76	77
London Assur	4,856,129	57	53	39	47	47	56	56	54	52	49
Phoenix, Eng	4,638,228	58	62	73	68	68	66	63	62	63	60
Merch. Fire, N. Y	4,554,158	59	56	51	60	57	54	49	47	48	48
Newark Fire	4,473,503	60	70	61	79	76	72	72	64	62	61
Globe & Rutgers	4,375,580	61	67	53	54	64	58				
Rhode Island	4,341,967	62									
Norwich Un. Fire	4,309,713	63	58	49	72	74	75	71	71	69	66
General Exchange.	4,307,925	64	45	33	3	4	3	5	3	3	4
Atlas	4,253,080	65	64	67	73	73	67	64	61	61	63
Millers National	4.173.499	66	68	71	65	63	59	58	57	59	58
Royal Exchange	4,099,768	67	71	55	63	67	70	67	76	70	73
	3,970,231	68	74	85	0.0	01			10		
Pearl	3,949,605	69	65	70	55	50	49	53	51	52	52
Pacific Fire		70				-			-		
Globe & Republic	3,940,731	71	69	65	81	81	78	75	75	73	72
Alliance, Pa	3,940,310	72	72	79	77	72	63	59	59	56	54
London & Lanc	3,885,052						74	68	68	65	62
Scott. Un. & Natl	3,842,209	73	78	84	80	78	14	0.8	00	93	02
Eureka-Security	3,786,511	74	77		* *		* *	* *	* *	* *	
Mercury	3,699,339	75	0.4	* *		* *		* *		* *	* *
Gulf, Texas	3,677,246	76	75			* *			::	2.2	2.5
Republic, Tex	3,570,232	77	66	74	71	77	80	79	82	81	79
Ohio Farmers	3,563,584	78	80	81	74	75	79	77	77	74	74
Bankers & Shippers	3,553,245	79	73	75	62	54	50	55	49	54	51
Reins, Corp	3,520,650	80					* *	* *			* *
items. corp	0,020,000										

ate insurers. This provision has been ate insurers. This provision has been eliminated from the bill. The fund is woefully inadequate to cover such risks as the \$8,000,000 liquor stock in the state monopoly's Detroit warehouse, the \$4,000,000 stock in the Lansing warehouse, the \$1,000,000 serum stock at the state laboratories outside the Lansing city limits and similar special risks. The bill has been returned to the senate insurance committee and it is believed probable that it will be enacted lieved probable that it will be enacted with the proper amendments attached.

with the proper amendments attached.

Commissioner Forbes said he had not recommended any change in the premium tax basis but feels the matter should be given adequate consideration, along with over-all rate control provided in some projected department bills as a means of bringing the state into line with the new federal concept of insurance. Some of these changes should be put into force, perhaps in an experimental way, so they could be corrected in the light of experience before the federal moratorium law expires in the federal moratorium law expires in

H. Thompson Stock, Detroit, educa-on committee chairman, said work as been begun on two new courses has been begun on two new courses suitable for men being discharged from the armed forces. One embodies basic principles and the other is a refresher course. The committee, is working closely with the state office of veterans' affairs and the various county veterans' counsellors in an effort to assist discharged veterans. charged veterans.

An extensive campaign was outlined by Edward R. Moore, Port Huron, membership chairman. Letters will be sent to prospects followed by personal calls by district membership representatives.

Alfred I. Dreifus, Woodward agency, Alfred I. Dreitus, Woodward agency, Detroit, financed accounts committee chairman, reported on a program which is being developed. It was recommended that local boards contact banks, automobile dealers and other contract sales sources with a view to establishing a working relationship in financing and insuring mortgaged goods of all types, with a particular emphasis on post-war opportunities in this field.

Dale S. Bloom, Kalamazoo, fire and

accident prevention committee chair-man, urged cooperation in the statewide campaign which secured unusual success in reducing traffic accidents in Michigan when it was first launched last year.

Arno R. Schorer, Kalamazoo, imme-

### Feb. Fire Losses 8% Above 1944

Fire losses in the United States dur-

Fire losses in the United States during February were \$41,457,000, an increase of \$3,177,000 or 8% over losses of \$38,280,000 in February, 1944, according to the National Board.

February losses were 7% less than losses of \$44,865,000 in January, this year. Losses in the 12 months ended Feb. 28 amounted to \$433,008,000, compared with \$396,179,000 for the period ended February, 1944. Below are presented the two months totals for 1943, 1944 and 1945: 1944 and 1945:

Jan. ...\$27,733,000 \$38,572,000 \$44,865,000 Feb. ... 33,175,000 38,280,000 41,457,000 Total.\$60,908,000 \$76,852,000 \$86,322,000

# Slate Aviation Meeting at Chicago

With Governor Green of Illinois, W. A. Patterson, president of United Airlines, and Maj. Reed Chambers, president of U. S. Aviation Underwriters, as headline speakers, a joint dinner meet-ing of the aviation insurance commit-tees of the Chicago and Illinois State bar associations has been scheduled for March 29 in the Chicago Bar Associa-ton headquarters. Samuel Levin, chairman of the insurance committee of the Chicago Bar Association, is in general

Governor Green who is chairman of the aviation committee of the Gover-nors' Conference will speak on the fu-ture of aviation in Illinois. Mr. Patterson will address himself to world wide aspects of aviation and Mr. Chambers will talk on the effect of insurance on the development of aviation in the post war period.

The meeting is jointly sponsored by The meeting is jointly sponsored by the committee on insurance law of the Chicago Bar Association headed by Samuel Levin; insurance law section Illinois State Bar Association headed by David J. Kadyk and committee on aviation law of the Chicago Bar headed by Erwin Seago.

diate past president and state director, reported on the New York meetings of the National association.

### Fla. Directors Vote to Retain Officers

#### No Convention to Be Held-McCord Named State National Director

TAMPA, FLA.-Inasmuch as there will be no convention this year, directors of the Florida Insurance Agents Association at a meeting here decided to continue the present officers: President, J. Howard Gould, St. Petersburg;

vice - presidents, Flamen B. Adae, Miami, and James W. Warren, Tam-pa; secretary, A. C. Eifler.

Hunter Brown, Fensacola, who is on his way to the presidency of the National association, is succeeded as Florida national director by L. P. McCord, Jacksonville. Mr. Adae succeeds Payne Midyette as chairman of the legislative committee. Hunter Brown,



committee.

The general question of legislation in the session opening April 5 was intensively studied. Lloyd T. Wheeler, secretary-manager of the S.E.U.A., discussed 10 principles submitted by the fire companies, no suggested bills being offered by this group. It was emphasized that there was no attempt to bring about any particular legislation, but simply a list of principles regarded by the fire companies as important. While bills were drafted by casualty companies, it was stated that they were much like the fire offerings, simply suggestions of what needs to be done. The general question of legislation in

#### Seek Agreement on Legislation

While the agents were favorable to the fire company ideas, generally speaking, they took no action on any proposed legislation for the time being. It is understood that before bills are introduced they will have been threshed out to secure agreement of the insurance department, the companies and the department, the companies and the agents. Naturally this does not cover all insurance laws.

While there has been no expression on the question of increasing the present

on the question of increasing the present 2% premium tax, it is quite probable that it will be brought up. From past records it is believed that the insurance commissioner will not favor an increase. Some sort of rating bill is expected. Commissioner Larson and Attorney General Watson are studying recent acts by other states. State President Gould at a recent St. Petersburg board session, suggested it might be wise to form an industry group made up of representatives of companies and agents, with the commissioner as an ex-officio member. member.

#### North America Earmarks \$21/2 Million to Develop **Aviation Coverage**

At the stockholders' meeting President John A. Diemand announced that North America has set aside \$2,500,000 out of general voluntary reserve to be earmarked for the development of aviation business. Private and commercial aviation can be expected to grow considerably after the war, he said, and the company must be prepared to absorb extraordinary losses and expenses arising out of the rapid development of this business.

Indemnity of North America had premiums in 1944 of \$410,072 derived from war risk, foreign travel and aviation accident insurance, he said, and this income helped to push the company's 1944 acci-dent and health business above the \$1 million figure for the first time. Co

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### Conn. Tax Measure Is Passed

#### N. C. Bill Enacted- Wis. Hearing Scheduled-New Maine Act

HARTFORD—The Connecticut legislature has passed a bill setting a minimum 134% tax on life premiums for out-of-state companies and a 2% on other lines except ocean marine. A bill was also passed exempting officials of domestic companies from personal liability in regard to payment of out-of-state

The new tax rates replace Connecticut's former reciprocal tax provisions, except in cases where Connecticut companies are more heavily taxed by other panies are more nearly taxed by other states, in which case the retaliatory pro-visions, will continue to apply. This change is expected to result in an in-crease of revenue to the state of about \$400,000 a year, the insurance depart-ment estimates.

#### MISSOURI HEARING HELD

JEFFERSON CITY, MO.—The senate insurance committee held a hearing on the 2% premium tax equalization bill which Insurance Superintendent Scheufler introduced. It was stated that Missouri companies are agreeable to the bill. Domestic insurance companies, beginning with 1945, would pay 2% premium tax on direct premiums received from policyholders in the state. This would amount to about \$150,000 annually. Life companies would be credited with dividends actually declared to policyholders "but held by the company and applied to the reduction of premiums payable to the policyholder."

Both domestic and foreign companies may deduct from the premium taxes

may deduct from the premium taxes payable, in addition to all other credits allowed by law, income taxes, franchise taxes, personal property taxes, valuation

taxes, personal property taxes, valuation fees, registration fees and examination fees paid under any law of the state.

The Missouri premium tax law now only applies to out-state concerns and is therefore subject to legal attack on the basis of discrimination. Some of the foreign companies in filing their reports with the Missouri insurance department this year indicated that they are planning to refuse to pay the tax on the

this year indicated that they are planning to refuse to pay the tax on the grounds that it discriminates between out-state and domestic companies.

Half of the proceeds of the premium tax goes to the various counties of Missouri for free textbooks in the public schools, a third of the remainder is also set aside for the public schools, and the balance goes into the state general revenue fund. enue fund.

#### EXPECT ACTION IN IOWA

DES MOINES—The flat 2% premium tax bill reportedly has been given approval by the administration and it is expected to be brought out of com-mittee for consideration on the floor

#### MAINE TAX EQUALIZATION BILL

AUGUSTA, Me.—A bill to equalize the premium tax paid by foreign and domestic companies and to eliminate phraseology which might be construed as discriminatory, has been introduced in the Maine legislature.

Domestic companies, which now pay a 1% tax on all gross direct premiums would pay 2%, the same as foreign com-

Premiums and assessments on policies issued on farm property up to 10% would be deducted from the tax of both foreign and domestic companies instead of just that of the domestic companies as at present.

Since the premium tax is assessed as of April 1 on gross direct premiums written the bill carries an emergency

(CONTINUED ON PAGE 18)

# Insurance Settlements and Income Tax Treatment

Discussing insurance loss settlements and their handling in corporate income tax returns, Paul D. Seghers, C.P.A., New York City, took up several specific situations under which payments might be made under policies and gave the information applicable to each at the A. M. A. insurance meeting in New York. Among these problems were:

Problem 1: Payment is received purposed.

A. M. A. insurance meeting in New York. Among these problems were:

Problem 1: Payment is received pursuant to the provisions of an insurance policy by reason of the loss, destruction or damage of property. Under what conditions may the recovery be treated as taking the place, in whole or in part, of the property lost, with a corresponding non-recognition of gain or loss for federal income tax purposes?

In such a case of compulsory or involuntary conversion of property (as a result of its destruction in whole or in part, theft, or seizure, or an exercise of the power of requisition or condemnation or the threat or imminence thereof) into money (or into like property), if the result is a gain, such gain will not be recognized (for federal income tax purposes) if the insurance proceeds is forthwith, in good faith, under Treasury regulations, expended: In the acquisition of other property similar or related in service or use to the property so converted, or in the acquisition of control of a corporation owning such other property, or in the establishment of a replacement fund.

Loss Is Recognized

If the result is a loss, it is recognized regardless of the above conditions. If any part of the money received in an involuntary conversion is not expended in any of the three ways set forth above, the gain, if any, shall be recognized to the extent of the money which is not so expended. Where the money received in an involuntary conversion is expended in any one of the three ways mentioned above, the property so acquired takes the place of, and its statutory "basis" is determined by reference to, the property so converted. Mr. Seghers illustrated the term, "similar or related in service or use," by several examples and cases. He said "forthwith" is generally construed liberally by the tax court, and gave several examples to show this attitude.

As to identification of funds received with property acquired, Mr. Seghers said the taxpayer must be able to prove they were actually reinvested in the other property and, decisions are strict on this point. Though it is not necessary to earmark the money received, the law (Sec. 112(f)) is not compiled with if the money is spent for some other purpose and different funds are used to acquire similar property.

Replacement Fund

#### Replacement Fund

Replacement Fund

Regulations require that if it is desired to establish a replacement fund because the property is not to be replaced immediately, application must be made to the Treasury on the proper form (1114) and a bond should be furnished. It has been held, however, that strict compliance with this regulation is not mandatory as long as the Treasury received the same tax it would have received had the regulations been strictly followed. As to any unused portion of a replacement fund, Mr. Seghers said it appears that the gain reverts back to the year in which it was realized and is not taxable in the year the replacement fund is abandoned.

Gains are to be computed in the usual way. Expenses connected with an award are deductible from the proceeds. Amounts withheld to pay mortgage or lien are part of the proceeds. A gain is taxable, to the extent, if any, that proceeds are not used for replacement, that is if the property is completely replaced and there is money left over, that is if the property is completely replaced and there is money left over, the gain). Any unexpended portion of a replacement fund is taxable as of the year the use of the fund is abandoned. An amount expended for the recovery for loss, represents a capital expenditure which increases the basis of the new property, and is not a deductible loss.

Problem 2: If the recovery is not received in the year in which the casualty

the new property, and is not a deductible loss.

Problem 2: If the recovery is not received in the year in which the casualty loss occurred, how is the amount of the deduction or income or gain resulting from the casualty and recovery to be determined for federal income tax purposes, for the year in which the casualty occurred?

The internal revenue code in allowing deductions for casualty losses, etc., provides that these losses are deductible only to the extent "not compensated for by insurance or otherwise." If the insured receives the full amount of his recovery in the same year, no problem arises in determining the amount, if any, allowable as a reduction with respect to the casualty (or the amount of the resulting income or gain if the recovery

exceeds the basis of the property, if any, lost through the casualty). If, however, no recovery is received in the year the casualty occurs, the following questions arise: (A) Is the full amount of the loss deductible in the year of occurrence without taking into account any amount claimed under the insurance policy? (B) If it is necessary to take into account the amount to be compensated by insurance, is this amount to be accrued as of the close of the taxable year in which the loss occurs in the amount then claimed under the insurance policy or is the accrual equal to the amount ultimately recovered?

Ruling Is Cited

#### Ruling Is Cited

Ruling Is Cited

1.—The Treasury Department's position is expressed in a ruling holding that "in the case of a taxpayer keeping its books on the accrual basis, the proceeds to be received under a fire insurance policy accrue as income in the year in which the fire occurs where liability is not contested by the insurance company even though the amount of liability is undetermined in that year."

On this point the board of tax appeals has stated that "We believe the phrase, compensated for by insurance, as used in the statute should be given 'practical construction' but each case must be decided upon its separate facts. Where an insured person has a claim under an insurance policy in force that is subject to reasonable prospects of success upon pursuing the claim, we believe it may be concluded that a loss is 'compensated for by insurance.'"

Mr. Seghers said this may be good federal income tax law as applied to casualty losses not compensated for by insurance but it is not in harmony with the principles generally applied in the cases or other types of "uniquidated claims" where the amount eventually recovered depends upon negotiations between the parties and is not determinable with the ediniteness required in the case of an accrual.

#### Conflicting Line of Cases

Conflicting Line of Cases

2—In conflict with the foregoing there is a line of cases that holds that when "fire, embezzlement or other casualty occurs and is covered by insurance or otherwise no deduction can be claimed for the year of the casualty but that it is allowable for the year when the claim for compensation thereon is settled."

In one of the cases the BTA allowed the entire loss in the year in which final judgment was rendered against the tax-payer in its suit against the insurance company. In another one of these cases the deduction was held to be allowable not in the year when the fire damaged the property but in a later year, when the extent of the resulting loss could be definitely determined.

Despite the authorities cited in these cases, the results reached appeared to be justified by the facts in a particular case rather than by principles generally recognized as determining the time as of which losses and accruals are recognized for federal income tax purposes.

3—Still another line of cases exists, fewer in number, in which the losses have been allowed full in the year of the occurrence of the casualty despite subsequent recovery. In these cases, the emphasis is on the uncertainty of recovery.

covery.

#### Position Summed Up

Position Summed Up

The Treasury Department's position in such situations was summed up by the BTA as follows: "What the Treasury Department here urges is that where an insurer denies liability for a loss in the year of the casuality the loss is not "compensated for by insurance" but the loss is deductible though the insurer may later compensate the insured when required to by decision of a court. ."

In another case the taxpayer sustained a burglary loss in 1924 and took the loss in that year as it was advised that a suit against the insurance company would be fruitless. The following year it became possible to sue and it obtained a settlement and it reported it as income in that year. The court held that the taxpayer was entitled to the deduction in 1924 and was taxable in 1925 on the amount recovered. The court in that quoted U. S. vs. White Dental Mfg. Co., 274 U. S. 398, the case which is so frequently relied on by both sides in tax littgation and not infrequently relied upon by the Treasury Department to reach conflicting conclusions, Mr. Sephers said.

4—It would appear that the most logical treatment of expected recoveries for a taxpayer on the accrual basis would be to accrue the probable amount if any that will be recovered under any insurance policy and to take into account in the year of the casualty the resultant loss, income or gain. If the amount after recovered differs from the amount of the accrual, the difference should be allowable as a reduction or taxble as income or gain as the case may be. If the amount recoverable is not properly accruable, because contingent, then as a cuculation or case in the part of the casualty the resultant lose, income or gain as the case may be. If the amount recoverable is not properly accruable, because contingent, then as a

(CONTINUED ON PAGE 16)

### **Would Extend Rate** Supervision in Tex.

#### Bills Covering Fire and Casualty Being Pushed-Provide for Rating

AUSTIN, TEX.—Bills to extend the jurisdiction of the insurance department over rates and policy forms to all casualty lines except accident and health and all fire and allied lines except ocean marine are being pushed through the Texas legislature. Texas legislature.

The senate insurance committee has reported favorably SB 233, which covers casualty insurance, and SB 234, covering fire insurance, and the committee in the house is expected to hold hearings this week on companion bills.

Instead of state ratemaking the bills provide for licensing the bills.

Instead of state ratemaking the bills provide for licensing of rating organizations. Any licensed rating organization may submit rates for any class of insurance, policy forms and indorsements. After filing is made, the board within 30 days must approve, disapprove, or extend the matter for an additional 30 days. Final action must be taken before expiration of the second 30 days' period. A filing is to be deemed approved if the board does not take action within the time-limit set.

#### What Casualty Bills Provide

Uniform rates for all lines of casualty insurance without deviations are provided, except that provision is made for predetermined rating plans, including experience rating. The bill stipulates that rates shall be fair, reasonable and adequate, and not confiscatory.

The board is to give consideration to past and prospective experience on cases

past and prospective experience on cas-ualty lines. The same provisions are made in the casualty bills as to dividends that are made at present in the automo-bile law. Violations that would be considered rebates are specifically covered.

#### Deviations in Fire and Hail

In the fire insurance bills the board is instructed to consider past and pros-pective rate factors within and outside the state, but special filings or deviations by single companies are permitted for fire, windstorm and hail insurance, as at fire, windstorm and hail insurance, as at present. The same deviations would be permitted for all of the new lines put under the board, except for inland marine and hail on farm crops. In these instances the deviations must be approved by the board before going into effect. The supervisory rating assessment is extended to cover all lines that would be placed under the board's supervision.

pervision.

The bills have been approved by the Texas Association of Insurance Agents and by the companies, and are being carried through the legislature as admin-

### Philadelphia Team





George S. Valentine, Jr., who has been Ohio state agent for Ohio Farmers, and B. T. Overand, who has been Oklahoma state agent for Millers National, are now located at Philadelphia where these two companies operate a joint office. joint office.

### Sees U. & O. As Standard Cover

#### Thiemeyer Urges More Liberal Underwriting of Line in Chicago Talk

Use and occupancy insurance should become as standard a coverage for business and industry as property damage, H. R. Thiemeyer of the Chicago office of North America told the Fire Insurance Examiners Association of Chicago at a dinner meeting there this week. He urged examiners to write more and said he could see no reason for insisting on an equal share of property damage. U. & O. has been a much more satisfactory line during the war than the P.D., he said.

One difficulty has been that both agents and their clients have regarded U. & O. as too complicated. If the agent understands the coverage, it can be presented simply and effectively, he said.

#### Too Many Underinsured

If U. & O. is to have the future to which it is entitled, values must be covered so that insured does not find himself paying a coinsurance penalty when a loss occurs. From Pearl Harbor to Feb. 1, 1945, Mr. Thiemeyer said, analysis of approximately 900 risks contracted every a wide area showed an scattered over a wide area showed an average dollar underinsurance of 31%. of approximately \$8,500,000 of adjusted U. & O. loss, the companies paid only \$5,900,000. Insurance to value ranged from the full requirement to 90% be-

from the full requirement to 90% below. Froducers, he said, are not asking insured regarding values.

Yet these values, he insisted, are simple to get. They can be secured from a mercantile risk in five minutes talk with the bookkeeper. Assured then could collect his full loss. The agent should sell protection and not cost, he warned.

He cited a case where the agent had sold a per diem U. & O. policy provid-

# Fire Company 1944 Statement Figures in Tabloid

	Assets	Inc. in	Reins. Res.	Inc. in Reins. Res,	Capital or Stat. Dep.	Surplus	Inc. in Surplus	Net Prems.	Losses Paid	Loss Ratio
American Fire, D. C	748,598	5,513	111,201	6,296	200,000	420,700	1,885	72,561	19,162	
American Motorists Fire	503,214	24,898	100,943	37,622	250,000	100,000		243,466	94,787	39.
Columbia, N. Y	3,756,032	117,452	1,052,673	91,206	1,000,000	1,309,838	-36,498	1,013,112	463,908	
Hamilton, N. Y	988,978	105,923	422,790	116,235	250,000	246,390	-23.556	396,381	167,563	42.
Houston ' F. & C	1.667.598	-761.394	31,135	71,077	600,000	718,932	302,533	-423,448	406,445	
Imperial Assurance	4,529,770	102,455	1,380,930	119,455	1,000,000	1,749,522	-24,505	1,331,958	613,939	48.
London & Prov. M. & G	1,453,565	153,565	438,242	-2,702	250,000	653,908	140,908	415,218	213,427	56.
	22,895,332	2,276,217	4,708,649	302,026	2,500,000	13,240,531	1,960,027	4,554,159	1,936,121	42.
National F. & M., N. J	2,447,449	-4.255	1,010,110	-894	1,000,000	231,546	21,108	763,663	507,231	66.
National Reins.	8,286,492	929.251	825,893	130,967	1,000,000	5,796,621	586,835	1,415,491	743,938	52.
Phoenix, Eng	8,530,527	330,292	4,834,721	417,393	500,000	2,212,527	-168,454	4,638,228	2,095,054	45.
Reinsurance Corp	9,020,417	1,068,571	2,120,803	375,678	1,530,000	3,667,905	267,996	3,520,650	1,832,184	52.
Seaboard F. & M	3,672,703	256,275	1,294,504	116,211	1,000,000	663,227	43,058	1,445,035	707,894	49.
Union Marine & General	4,227,407	391,202	760,228	115,943	500,000	1,538,319	237,031	1,477,274	470,100	31.
United Firemen's	4,503,396	129,919	1,406,720	-207,507	1,000,000	1,347,874	460	1,353,123	622,532	46.
Washington Assurance	2,580,094	175,247	240,147	32,697	1,000,000	1,278,118	148,844	269,043	107,913	40.
Yorkshire	4,264,402	-14.076	2,191,221	-13,501	250,000	1,002,182	-25,996	2,076,091	1,167,133	56.

ing daily U. & O. insurance for \$200. The agreed loss was 60 days at 50%, which, under operation of the partial suspension clause, produced a liability of \$6,000. The loss was more than \$30,000. The payment was 18%. The 80% coinc payment was 18%. The 80% co-insurance form would have paid 22.8%, or \$1,431 more, an amount that would certainly have purchased considerably more coverage.

Mr. Thiemeyer told a story of going with a broker to see the president of a company who was not interested in U. & O. and so announced himself at the beginning of the interview. The talk turned to a discussion of the broker and assured's social activities. Assured brought up the subject of a color printand assured social activities. Assured brought up the subject of a color printing press which the firm recently had purchased and he told with pride the money the firm was making from this one machine. Mr. Thiemeyer then talked, not about U. & O., but about protecting the profits from the machine. The assured said that the company asked too many questions, 37, he believed. Mr. Thiemeyer asked him five questions, and the broker walked out with \$880,000 of U. & O. coverage because they explained that assured could buy it for one week's earnings from the new color press. Since then the broker has made a quarterly check of values; 1½ years after the policy was sold there was only \$800 overinsurance.

The companies have not yet felt the benefits of the double rate for the pri-

orities assumption clause, and Mr. Thiemeyer expressed a belief that there is no need for such a rate. The companies are not getting 12 to 16 month losses. Assured are quickly getting back into production. They have good will to protect, in addition to profits, and they are making every effort to resume operations in the quickest possible time.

U. & O. needs some refinements, he suggested, but it is a good, profitable line, and there is no reason for it not being a "must" coverage for every business and industry. It should not be a specialty sold only when a company man goes out with the agent. nies are not getting 12 to 16 month

#### Losses Will Increase

It is true, he said, losses will increase during the period of retooling and re-conversion. That will be a difficult time for many businesses and industries. But that should not deter underwriters from writing and agents selling more and more of the business.

Mr. Thiemeyer was asked why the loss of profits because of a mercantile house's failure to get a catalog cannot be insured under U. & O. Mr. Thiemeyer said it would be almost impossible to determine the amount of such

a loss.

There is, he said, a movement on foot to revise the method of U. & O. rating, basing it on a combination of the building and contents rates. In re-

sponse to another question, he said that the time element contract is being writ-ten on the Pacific coast. Personally, ten on the Pacific coast. Personally, he said, he objects to it because one agent will tell assured he needs the coverage for six months, the next one five months, and so on. Thus an insured is not protected against a catastrophe. trophe.

#### Erion Makes Comment

Frank L. Erion, Chicago independent adjuster, said the time element policy was brought out to answer the argument that the insurer charges on the basis of a full year when it knows that

basis of a full year when it knows that the loss will not last that long.

Mr. Erion said that one insured can get back into business in four months, if everything works out. But if there is a strike on the railroad, in the quarry, or elsewhere that directly affects supplies or materials, then it might be six months or longer. months or longer.

President Theodore Reis of the R. H. Erickson general agency was in charge of the meeting. Because of the difficulty of finding a place to meet and securing speakers, the organization empowered officers to hold or dispense with meetings as circumstances war-

#### Rating, Par Policies, Other Measures Up in Conn.

HARTFORD — Bills which would provide a new standard fire policy, place supervision of fire and casualty rates and licensing of rating bureaus under the insurance commissioner, allow stock companies to write participating policies, and incorporate Hartford Life, projected by Hartford Fire, were unanimously endorsed by department and company officials at a hearing before the assembly's insurance committee Tuesday.

Most of the propsed legislation had been drawn up by the insurance department with the collaboration of officials of the companies concerned.

#### Commissioner's Statement

Introducing the bills dealing with supervision of rates by the department, Commissioner Allyn stressed that they commissioner Anyn stressed that they represented no attempt at usurpation of additional authority, but were required to protect the state's interests following the Supreme Court decision and subsections are approximately applied to the commissioner and subsections. quent congressional legislation. These bills, he declared, are the fruit of many months' labor by the department, with cooperation of stock and mutual compa-nies, and represent the best arrangement possible until further experience ervising rates has been acquired by the department.

department.

A bill empowering domestic stock companies to write participating as well as non-participating insurance drew warm support from Allyn, Vice-president Manning W. Heard of Hartford Accident, Vice-president Jesse Randall of Travelers, and Oliver R. Beckwith, counsel of Aetna Casualty, on the ground that only through such a measure can Connecticut companies be prepared to meet competition from outside pared to meet competition from outside

H. E. Mankin is operating as a general agent in Chicago, and not as a broker, as was related in a news article last week. Temporarily he has office in the quarters of the Meyers-Engel abency.

#### The The Financial Statements PACIFIC COAST CENTURY FIRE INSURANCE COMPANY INSURANCE COMPANY, Ltd. December 31st, 1944 Established 1885 Established 1890 UNITED STATES BRANCH UNITED STATES BRANCH Assets U. S. GOVERNMENT BONDS \$ 942,287.50 \$1,940,343,40 OTHER BONDS 218.097.89 220 956 08 STOCKS 418,500.00 2.865.552.06 CASH IN BANKS AND OFFICE 183 249 53 396.040.69 PREMIUMS RECEIVABLE (Not over 90 days due) 100.328.05 216,942,38 ACCRUED INTEREST AND OTHER ASSETS 19.387.99 56,277.10 \$5,696,111,71 \$1.881.850.96 Liabilities RESERVE-For Unpaid Claims \$ 283,243,27 \$1,132,973.06 RESERVE-For Unearned Premiums 1,471,915.49 367,978.86 RESERVE-For Taxes and All Other Liabilities 280.920.06 98 649 57 TOTAL LIABILITIES \$ 749.871.70 \$2,885,808,61 STATUTORY DEPOSIT

\$5,696,111.71 Bonds and Stocks valued on basis approved by National Association of Insurance Commissioners. If actual December 31, 1944 Market Quotations of Bonds and Stocks had been used the assets would be \$5,877,184,73 and the policyholders' surplus \$2,991,376,12. Securities carried at \$662,872,00 in the above statement are deposited for purposes required by law.

\$ 500,000,00

2,310,303.10

Bonds and Stocks valued on basis approved by National Association of Insurance Commissioners. If actual December 31, 1944 Market Quotations of Bonds and Stocks had been used the assets would be \$1,956,399.95 and the policyholders' surplus \$1,206,528.25. Securities carried at \$641,383.00 in the above statement are deposited for purposes required by law.

\$500,000,00

631,979.26

United States Trustee Bankers Trust Co., New York

2,810,303.10

111 JOHN STREET . NEW YORK, N. Y.

NET SURPLUS

SURPLUS TO POLICYHOLDERS

LAWRENCE J. TILLMAN United States Manager

1,131,979.26

\$1.881.850.96

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UNITED STATES RESOURCES AS OF DECEMBER 31, 1944

				S	URPLUS TO PO! (Includes	LICYHOLDERS Capital)
Year Estab- lished		ADMITTED ASSETS	LIABILITIES	CAPITAL	Annual Statement Basis	Market Values Dec. 31, 1944
1896	American & Foreign Insurance Company	\$ 8,909,502	\$ 3,385,066	\$1,500,000	\$ 5,524,437	\$ 5,741,045
1863	The British & Foreign Marine Ins. Co., Ltd. †	5,937,391	3,115,027	500,000	2,822,365	2,970,620
1911	Capital Fire Insurance Company of California	2,821,757	771,467	1,000,000	2,050,290	2,144,124
1922	Eagle Indemnity Company	13,844,077	11,344,077	1,000,000	2,500,000	2,921,046
1908	Federal Union Insurance Company	4,200,191	1,838,174	1,000,000	2,362,017	2,485,488
1911	Globe Indemnity Company	51,812,622	39,312,622	2,500,000	12,500,000	14,474,985
1836	The Liverpool & London & Globe Ins. Co. Ltd. † .	22,875,043	14,868,660	500,000	8,006,383	8,575,989
1811	The Newark Fire Insurance Company	12,839,282	5,933,675	2,000,000	6,905,607	7,293,546
1891	Queen Insurance Company of America	29,369,542	15,466,917	5,000,000	13,902,625	14,784,875
1910	Royal Indemnity Company	48,758,898	38,758,898	2,500,000	10,000,000	11,856,842
1845	Royal Insurance Company, Ltd.†	26,709,063	15,981,001	500,000	10,728,062	11,353,390
1924	The Seaboard Insurance Company	1,998,569	691,055	600,000	1,307,513	1,385,624
1896	Star Insurance Company of America	7,712,627	4,285,579	1,000,000	3,427,048	3,655,879
1860	Thames & Mersey Marine Insurance Co., Ltd.†	3,696,143	1,935,892	500,000	1,760,251	1,838,170
	Residual San Control of the Control				73	

† United States Beanch. The amount shown under "Capital" is the statutory deposit required to transact business in the U. S. A.

Admitted Assets of All Companies include securities deposited as required by law.

# ROYAL-LIVERPOOL GROUP

ONE HUNDRED FIFTY WILLIAM STREET, NEW YORK 8, N. Y.

HE WHILEAM STREET, NEW YORK

### Hold Up Action on Mich. Rating Bills

#### Commissioner Forbes Decides to Study Problem More Thoroughly

LANSING, MICH. - Commissioner EANSING, MICH. — Commissioner Forbes of Michigan has indicated that three projected departmental bills de-signed to establish over-all rate control will not be offered at the legislature's

The commissioner said that the form of the federal moratorium legislation apparently makes it advisable to restudy the whole problem and to design broader state legislation than had been contemplated when the trio of bills embodying the department program was drafted. Inasmuch as the moratorium law affords sufficient time to work out a more comprehensive series of state acts, the commissioner said, it appeared unwise to introduce and press for passage the bills which had been prepared. The commissioner said that the form

had been prepared.

The commissioner said that, in view of the fact that the National Associa-

tion of Insurance Commissioners has A.M.A. Group designated a committee to study the problem of state legislation to bring insurance into compliance with federal laws and the new interpretation of the interstate commerce clause of the constitution, it appeared unwise for Michigan to act until the commissioners have made their recommendations. He said Governor Kelly has agreed to call a special session next year to consider rate control legislation if a carefully worked-out program is ready by that time. Enactment of measures next year, it was nexted would provide a year's time. Enactment of measures next year, it was noted, would provide a year's experimentation with the new acts before expiration of the moratorium and thus would give time for correction of any flaws discovered after the laws had been placed in operation.

It is understood that Michigan companies have been viewing with increasing disayor the prospective regulatory.

panies have been viewing with increasing disfavor the prospective regulatory program and, since they are strongly entrenched in the legislature from the standpoint of effective lobbying, it is extremely doubtful that the departmental bills, if introduced, could be enacted without their backing.

A new Michigan bill prohibits an automatic cancellation of coverage for default in payment of an installment when installment payment of premiums is permitted. The measure would re-

# **Ponders Several Insurance Questions**

NEW YORK—The panel discussion, "Here Is My Froblem," at the A. M. A. insurance division meeting Thursday afternon, was scheduled to take up a number of specific questions of coverage, management, loss adjustment. Ten of these questions were distributed at the beginning of the first day's session, with an invitation to submit additional questions in writing. The 10 questions

are:

1—A manufacturing concern operated in 1944 with annual gross sales value of goods produced (less returns, discounts, etc.) amounting to \$7,400,000. Cost of raw materials and supplies was \$1,100,000; provision for depreciation, \$650,000; general taxes, \$620,000; federal income taxes, \$320,000; federal excess profits taxes (less post-war refund of \$170,000 applicable to 1944 operations) \$1,500,000. The concern expects that its 1945 operating results will be approximately the same as in 1944. Should the use and occupancy value be computed before or after

quire a five-day notice of cancellation from the company if any installments are delinquent.

taxes? Why? Should the U. & O. value include or exclude the maintenance and depreciation charges? Why? What U. & O. value should be insured? Illustrate the results if taxes are excluded.

2—A machine five years old originally cost \$20,000. Today its net cost new would be \$25,000. It is well maintained so that its productive capacity remains at 100%. It could be replaced at a cost not in excess of \$25,000 with a more modern machine whose productive capacity would be equivalent to 110% of the present machine. What insurable value should be fixed? In the event of total loss what should be the recovery? In the event partial loss what should be the recovery?

3—Is explosion insurance a proper cover for an alternating current motor and its driven objects?

4—What is the liability of a concern using prisoner-of-war labor with respect to injuries or death of a prisoner? Is such liability under the workmen's compensation law? How should such liability be insured and what is the premium rating basis? Is it necessary to have any endorsement to fire or other s imilar physical damage policies to take care of any alleged increase in hazard which may be due to the employment of prisoners-of-war?

5—New York senate bill 288 proposes what is in effect a rating manual for inland marine insurance. How will the enactment of such a measure affect purchasers of insurance?

6—An insured automobile of a manual for inland marine insurance. How will the enactment of such a measure affect purchasers of insurance?

7—In some states coverage is excluded from the indemnity of the compensation policy if the employment. Does the injured employe have any right of action against the employe driving the automobile insurance under the manufacturers' automobile or public liability policy?

7—In some states coverage is excluded from the indemnity of the compensation policy if the employment?

8—What are the advantages of the comprehensive general liability policy?

9—What are the manufacturers' automobile employment?

10—A concern carries adequate

#### U.S. Chamber Insurance Committee Ponders Many Subjects at N. Y. Parley

WASHINGTON - The meeting of WASHINGTON — The meeting of the U. S. Chamber of Commerce insur-ance department committees, at the Waldorf-Astoria Hotel, New York, this week, was called to consider an exten-sive agenda prepared by H. E. Hilton of the chamber's insurance department. of the chamber's insurance department. On account of important questions pending a number of special guests were invited including Ray Murphy and Dewey Dorsett, Association of Casualty & Surety Executives; W. E. Mallalieu, National Board; James Rutherford, National Association of Life Underwitten. Harold R. Gordon, managing director, Health & Accident Underwriters; Conference; A. V. Gruhn, American Mutual Alliance.

Special reports were scheduled for special reports were scheduled for submission from the marine insurance section committee on the South American insurance situation and arrangements for a proposed hemispheric insurance day; also from the special aviation insurance section on recent developments in connection with their twices.

tion insurance section on recent developments in connection with that subject. Other subjects listed for consideration were: Proposed pension trust and profit-sharing forums, and group coverage; health insurance; state insurance bills, pending and recently passed; workmen's compensation; safety responsibility bills in the states; fire prevention and protection; public relations; pending federal legislation, including Senator Langer's bills to deny use of the mails to unlicensed insurance companies and to provide for a system of federal annuities. eral annuities.

Make some lucky money by selling accident on Friday, April 13. Write Accident & Health Review, 175 W. Jackson Blvd., Chicago 4, Ill., for Hoodoo Day sales campaign samples.

# Globe and Rutgers Fire Insurance Company

FINANCIAL STATEMENT AS AT DECEMBER 31, 1944

ADMITTED ASSETS

*Bonds—United States Government. *Bonds—All Other *Stocks (includes Subsidiary Companies at \$3,211,034.31) Cash on Hand and in Banks. Demand Note of Subsidiary Company. Premium Balances (Less Ceded Reinsurance Balances) Interest Due and Accrued. Other Admitted Assets.		2,287,164.70 7,352,112.43 1,516,853.60 20,000.00 612,392.15 49,276.16
		\$13,645,021.66
LIABILITIES		
Reserve for Losses and Loss Expenses. Reserve for Unearned Premiums. Reserve for Expenses, Taxes (Including \$1,337.03 U. S. Income Taxes) Commissions Due or Accrued. Funds Held Under Reinsurance Treaties Loan from Bank (Maturity—January 2, 1946). (Secured by pledge of Stocks carried in Assets at \$503,500.00) Dividends Declared and Unpaid. Reserve for Retirement of Preferred Stock Employees' War Bond Subscriptions. Reserve for all other Items.	and Contingen	3,673,645.53 t 368,115.95 . 155,287.59 . 350,000.00 . 26,520.00 . 48,629.74 . 480.00
Capital Stock:  **\$4.00 Cumulative First Preferred Stock (14,000 shares \$15.00 Par Value including 740 shares held in Treasury for Retirement)\$  **\$5.00 Cumulative Second Preferred Stock (33,413 shares \$15.00 Par Value)  **\$5.00 Cumulative Junior Preferred Stock (5,000 shares \$15.00 Par Value)	\$1,986,195.00 5,088,189.58	7,074,384.58 \$13,645,021.66

#### POLICYHOLDERS' SURPLUS \$7,074,384.58

\*Bonds and Stocks are carried on the basis prescribed by the Insurance Department of the State of New York. If actual December 31, 1944 market quotations for all except subsidiary and insurance stocks had been used (subsidiary stocks other than insurance being taken at statutory values, and insurance stocks being taken at statutory values as at December 31, 1944, with portfolios adjusted to market) the Policyholders' Surplus would be \$7,642,218.24. There has been deducted an amount of \$207,922.30 representing interest in our own stock through ownership of stocks of other insurance companies. Securities carried herein at \$236,182.50 are deposited with State Departments as required

\*Entitled on voluntary or involuntary liquidation to \$100.00 per share and accrued dividends. Dividends are in arrears for five semi-annual periods on Junior Preferred Stock.

HOME OFFICE

111 WILLIAM STREET, NEW YORK

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# **CHICAGO**

#### LITTLE DISTURBANCE FOUND

There has been little difficulty since the Western Underwriters Association canceled its separation rule. It was thought that there might be quite a scrimmage to get into clear agencies. While here and there on both sides of the fence there has been an effort to inside agencies there has been little conwhile here and there on outsides of the fence there has been an effort to invade agencies there has been little concerning which serious complaint could be made. Many companies are refusing to belong to mixed agencies under any conditions. The field organizations have been a stabilizing influence. Companies are seeking representation on their own basis, having built up a service worth while. Agents are disinclined to cause trouble by mixing their agencies. Here and there a high commission company is systematically making a bid but with little success. At points non-association companies have entered W.U.A. agencies but this is largely due to old associations. It was anticipated that there might be much trouble but all hands seemingly have done much to avoid any sort of competitive warfare.

#### LAYTON IN CHICAGO

President Frank D. Layton of National Fire of Hartford is in Chicago this week visiting the western department. One of the missions that brought him to the city was a special meeting of Continental Assurance, the running mate of Continental Casualty, of which he is a director.

#### BIG LAUNDRY LOSS

A total insurance loss of \$118,000 will A total insurance loss of \$118,000 will result from the fire which destroyed the Chapman Laundry at 5639 Columbia Avenue, Hammond, Ind. The loss included several delivery trucks. There was \$60,000 insurance on contents, \$38,000 use and occupancy, and \$20,000 on buildings, all estimated total. In addition there are approximately \$3,600 in claims under the laundry's bailee policy.

#### NEW BUILDING MANAGER

The North and South Insurance Ex-

The North and South Insurance Exchange buildings of Chicago have been placed under the management of L. J. Sheridan & Co., and Manager Roy C. Swanson of the Exchange has gone with Sheridan & Co. and continues to handle the two buildings. Appointment of associates experienced in property management to help manage the two buildings soon will be announced. Under Mr. Swanson's management the two halves of the Exchange have reached more than 95% occupancy, although this is one of the largest office buildings in the world. The structure which occupies an entire square block and is 22 stories high contains about 1,200,000 square feet of rentable area. Charles F. Murphy is president of the Insurance Exchange Building Corporation and Underwriters Building Corporation and Underwriters Building Corporation which own and operate the

# H&A General Agency

A well established H&A Company is coming into the Mid-Western territory and has openings for seven General Agents. This Company is looking for progressive men with proven sales record. Their compensation plan provides help for the men to get started.

#### FERGASON PERSONNEL

Insurance Personnel Exclusively
186 W. Jackson Bivd., Chicago 4, III. HAR. 9040

two buildings. The north section, conceived and developed by the late Ernest R. Graham, famous architect, and the late Max Pam, lawyer, was built in 1912 and the south Exchange in 1927.

#### Moore and Rutledge Background

Ralph R. Moore, who with Joseph H. Rutledge has formed the Moore-Rutledge Adjustment Co. at Houston, has been connected with the fire insurance

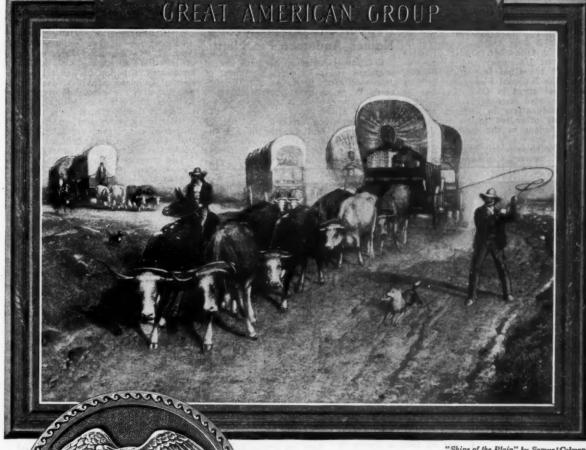
business 30 years. He was connected with Fire Companies Adjustment Bureau with Fire Companies Adjustment Bureau for 13 years, five years as manager at Wichita Falls, Tex., and eight years as manager at Houston. He resigned the latter position in 1943 and opened his own office at Houston. Most of his work has been in the Texas field but the Moore-Rutledge Co. will serve companies also in Louisiana and Oklahoma.

Mr. Rutledge has been in the adjusting field 25 years. For several years he

was manager at Beaumont, Tex., for F.C.A.B., and later was transferred to Houston as senior adjuster. He resigned in 1943 to engage in the independent field on his own account. He has just re-turned to Houston after having spent four months on the eastern seaboard adjusting losses that grew out of the September hurricane.

"Planned Salesmanship," by Cousins, the book for accident and health men. \$3.00 from National Underwriter.

An advertisement similar to this appeared in NEWSWEEK, February 26, 1945



"Ships of the Plain" by Samue! Colm

# **GROWTH** OF AMERICA

The dangers which American men and women assumed in advancing their homes across the continent were risks borne by themselves alone. Only their individual abilities and "know how" protected them.

Today, the Great American Group of Insurance Companies bands together the abilities and "know how" of each of its companies in providing comprehensive insurance in practically every form except life. Any of its 16,000 conveniently located agents—or your own broker—stands ready to aid you.

The Great American Group offers-in one policy and at moderate cost-protection against damage by fire, wind storm, hail, explosion, riot, automobiles and aircraft for your home or place of business.

**Great American Indemnity** American Alliance American National **County Fire Detroit Fire & Marine** Massachusetts Fire & Marine

Great American Group

Insurance Companies

New York

Member Companies-Providing practically every form of insurance except life

**Great American** 

North Carolina Home Rochester American

INSURE YOUR COUNTRY'S SAFETY—BUY WAR BONDS AND STAMPS

# **NEWS OF THE COMPANIES**

### Ogden to National Fire Head Office

O. A. Ogden has been elected assist-ant secretary of National Fire and will transferred to the head office at Hartford.

Mr. Ogden, who has been automobile superintendent of the western department of the National Fire group at Chicago, will supervise the operations of the automobile and inland marine departments in the head office under the direction of Vice-president S. W. Prince

Prince.

Born in Ohio, Mr. Ogden attended Ohio State University and, after serv-ing with the Ohio Inspection Bureau, joined the National Fire group in 1924 as special agent in Ohio. In 1941 he was appointed state agent in Michigan with headquarters in Detroit, and in 1943 was promoted to be automobile superintendent in the western depart-

Mr. Ogden is widely known throughout the western department territory

where he has conducted many business development classes in automobile and inland marine insurance.

Elmer J. Baier, who has been assistant superintendent of the automobile de-partment in the western department, is promoted to superintendent.

Mr. Baier has been in insurance 25 years, all in the autombile end of the business. He joined National Fire in 1927 when it took over management of Transcontinental.

#### Houston Fire & Casualty Names Anderson President

Col. James Anderson has been elected president and chief executive officer of Houston Fire & Casualty. He succeeds W. A. Sherman, forced to retire due to other business affairs, who re-

mains as a director.

Col. Anderson, recently retired as vice-president and director of Humble Oil & Refining Company, has been prominently identified with business and civic affairs in Houston and Texas

for 25 years, and has been a director of Houston F. & C. since 1942. J. E. Chenault, vice-president,

continue in active supervision of all underwriting. J. H. Abright has been made vice-president and J. L. Lafferty, treasurer. Paul B. Pennington contreasurer. Paul B. Pennington continues as secretary. W. P. Bomar, president of Bewley Mills, Fort Worth, becomes chairman of the board, succeeding R. F. Crow, South Texas Cotton Oil Company, Houston, who has served in that capacity since the organization of the company. A. Q. Peterson, president of Wesson Oil & Snow-drift Company, New Orleans, which has held the controlling interest in the com-

held the controlling interest in the company, continues as a director.

Houston F. & C. is now closely affiliated with General of Dallas, recently organized fire company, and its president, J. M. Ferguson, Jr., is now one of Houston's directors. Col. Anderson announced a policy of general expansion of company activities, dealing especially with the extension of casualty facilities through the affiliation with General. Houston F. & C. is now operating in 12 states and reports an increase in net earned surplus of more crease in net earned surplus of more than \$300,000 in 1944, bringing policyholders' surplus to more than \$1,300,000.

The underwriting results of Houston Fire & Casualty for 1944 are distorted due to the fact that the company redue to the fact that the company re-insured 100% per cent of its net out-standing liability on Nov. 30, 1944, and on Dec. 31, 1944. Such reinsurance amounts to \$1,137,105. It was ceded to an affiliated company and the plan is to leave the reinsurance there and let it run off. All business written in Houston Fire & Casualty on and after Jan. 1, 1945, is being written for its own ac-count and handled in the regular mancount and handled in the regular man-

Due to the reinsurance transaction Houston shows a minus figure for net premiums written for 1944. Its normal net premiums for the year were actually \$713.657.

The statutory underwriting profit was rather large and resulted principally from the unusual income consisting of commissions received on the reinsurance of outstanding liability. Without this income the normal underwriting operations would have shown a loss of \$56,-865. Statutory surplus increased \$302,-532 after setting up a reserve for federal income taxes of \$100,000.

#### Dubuque F. & M., National Reserve Show Asset Rise

A substantial increase in assets was A substantial increase in assets was shown in 1944 by Dubuque Fire & Marine and National Reserve. Dubuque F. & M. assets increased \$174,-449 to a total of \$5,947,261. Unearned premium reserve stood at \$3,217,419 at year end, an increase of \$110,167. Policyholders surplus was \$2,153,886, with no change in the capital account of \$1 million.

National Reserve assets increased \$113,932 to a total of \$2,774,441. Reserve for unearned premiums was \$1,-378,894, an increase of \$47,215. company's surplus to policyholders creased \$3,016 to a total of \$1,148,247, with capital remaining at \$500,000.

Joseph L. Lindsey of Millersburg, O., has been elected a director of American National Fire of Columbus, succeeding the late C. S. M. Krumm of Columbus.

#### Jos. H. Head a Director

CINCINNATI-Joseph H. Head, a partner in the law firm of Graydon, Head & Ritchey, has been elected a di-rector of the National Underwriter Co. He is a graduate of Yale and Harvard law school. He joined the legal part-nership of Maxwell & Ramsey in 1928, which later became Graydon, Head & Ritchey. He has been counsel of the National Underwriter in Cincinnati for some time.

John Loebker, veteran local agent of Covington, Ky., is confined at St. Elizabeth hospital.

# FIELD

#### Successful Stag Affair Held by Ill. Blue Goose

Approximately 50 attended the stag dinner of the Illinois pond of the Blue Goose in Chicago. It was an eminently successful social affair. Members hon-ored the late J. D. LaTeer of Peoria, who retired in January as state agent of Agricultural of Agricultural. E. M. Eichen

E. M. Eichenberger, Royal-Liverpool, Joliet, did what mastering of ceremonies Joliet, did what mastering of ceremonies was necessary. Among guests attending were Will H. Harrison, Jr., formerly with Phoenix of Hartford, who is now at Great Lakes naval training station; Merle A. Read of Joliet, president of the Illinois Association of Insurance Agents; C. J. Lingenfelder, secretary of America Fore; F. B. Ingledew, assistant manager of North British; Royal Buckman, retired adjuster of Royal-Liverpool; Sam Levin, chairman of the insurance section of the Chicago Bar Association. pool; Sam Levin, chairman of the insur-ance section of the Chicago Bar Associ-ation; Ralph Woltersdorf, assistant manager of Atlas; John Chickering, agency superintendent of the Sun; and Shirley Moisant, Richard Fitzgerald, Howard King, and Ben McCurdy, agents of Kankakee.

#### L. F. Fritz to North Dakota for Fireman's Fund

Lawrence F. Fritz has been transferred by Fireman's Fund from Minneapolis to Fargo as special agent in North Dakota. He takes the place of R. E. Ellis, resigned. His headquarters are at 107 Robert street, Fargo. He had been located in Minneapolis as special agent for the past year and prior to that for many years was in the Chi-cago western department in an underwriting capacity.

#### Price Takes Mo., Kan. for Boston and Old Colony

Gurn Price has been appointed state agent of Boston and Old Colony for agent of Boston and Old Colony for Kansas and Missouri, filling the va-cancy created a few weeks ago by the accidental death of Ashton Renwick. Mr. Price is a native of Missouri, a graduate of Washington University, St. Louis, and was with the Missouri In-spection Bureau for a time prior to en-tering company ranks. tering company ranks.

#### S. F. Pond to Honor Stevens

The San Francisco Blue Goose, aided by a number of others both in and out of the business, is dedicating its March



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# **80**th Anniversary Year 1865 1945 ILLINOIS LEGISLATURE

#### STRENGTH

Behind these two American fire insurance companies lies financial strengthstrength that means security. Millers National assets total \$7,844,334.13, of which \$3,092,216.82 is surplus. Illinois Fire assets total \$1.823 .-233.73 - surplus \$1,-282,690.21. These assets represent high grade investments convertible easily into cash on short notice should it be necessary to meet the unexpected -catastrophes, if you

By a special act of the Illinois legislature on February 16, 1865, a charter in perpetuity was granted "to transact the business of fire insurance as prescribed." Thus, eighty years ago, the Millers National Insurance Company was founded.

Back in '65 the midwest had not yet emerged from its pioneer stage of development. Chicago had hardly outgrown the proportions of a frontier town: its population was 177,956. Eighty years have gone by ... years of experience ... years of progress. Here in the center of the great middlewest agricultural and

industrial region, Millers National Insurance Company has grown to be one of America's prominent fire insurance companies with services extending from coast to coast.

The history of Millers National Insurance Company is not spectacular. Rather, it is the story of sound and steady growth. The chief concern of its management through all the years has been security for its policyholders. It has a strong foundation from which to go ever forward as an increasingly greater institution of service.

# MILLERS NATIONAL INSURANCE CO. ILLINOIS FIRE INSURANCE CO.

HOME OFFICE: 137 W. JACKSON BLVD., CHICAGO

SERVICE HEADQUARTERS FOR ALERT AGENTS

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26 luncheon to Jay W. Stevens, recently appointed assistant Pacific Coast manager of National Board. Chairman will be C. C. Hannah, president of Fireman's Fund. While there will be no set speeches, brief talks will be given by Ray Decker, Royal-Liverpool; Joy Lichtenstein, Hartford; J. C. Bunyan, Commercial Union; Howard Reynolds, Home and H. Clyde Edmundson, America Fore.

#### To Hear N. J. License Chief

The New Jersey Field Club will hold a luncheon meeting in Newark March 26. Walter J. Snedeker, chief of the license bureau of the New Jersey department, will discuss the new agents qualification law and answer questions.

#### Karr Moved to Wichita

Harry A. Karr, who has been farm department special agent of Hartford Fire in Des Moines for 21 years, has been transferred to Wichita. He will have charge of hail business for Oklahoma and Kansas and farm business for Kansas. He started with Hartford in Chicago and was there four years before going to Des Moines.

#### Herrmann to Penna. Field

The North British group has transferred Special Agent Henry M. Herrmann to the eastern Pennsylvania field, succeeding Thomas J. Breslin, who has resigned to join an insurance agency in Philadelphia. Mr. Herrman will make his headquarters at the Philadelphia of-

Since he became associated with the group in 1925, Mr. Herrman has had a thorough and practical home-office training, as well as field experience, having traveled suburban New York territory for the past several years.

#### Suburban Field Changes

Suburban Field Changes

The North British group has rearranged the territory of its New York suburban field men. Special Agent E. H. Place will devote his entire time to Long Island. He has been in charge of Queens and Richmond counties for the past seven years, and for several of those years his territory also included Nassau and Suffolk counties. He will have his headquarters at Jamaica.

Special Agent W. H. Gilchrist will succeed Mr. Place in Richmond county, as well as continuing in charge of north suburban territory. Mr. Gilchrist for over 15 years has been field representative in Westchester, Putnam and Rockland counties and his duties have been enlarged to include Richmond county. His headquarters will be at the home office.

#### Security, Conn., Ill. Field Parley

A meeting of Security of Connecticut field men in Illinois was held at Decatur with J. J. Hubbell, resident secretary at Chicago, in charge. S. H. Swart of the Connecticut Indemnity home office attended. There was a luncheon with the Nicholson, Clark & Co. agency. Stanley Burgoon, manager in Rockford, was observing his 20th anniversary with the company, and was presented a toilet set.

#### NEWS BRIEFS

A meeting of the SWIS inspectors in West Virginia was held in the state capitol building, Charleston, Tuesday. The meeting was called by C. A. Raper, state director, and Col. Cunningham attended to instruct the inspectors.

At the March meeting of the Utah-Idaho Blue Goose in Salt Lake City, Fire Chief Piercey showed motion pic-tures, furnished by courtesy of the la-bor branch of the War Department at Fort Douglas, Utah.

At the next meeting of the Southern California Fire Underwriters Association April 2, a motion picture of the Agents Finance Company will be

The Kansas SWIS evaluation committee met in Wichita Tuesday for screening of inspection reports and making final plans for the refresher school planned for Topeka April 13.

War Dads but could not attend the has been with Factory Association and Western Factory Association for 20 years.

The annual meeting of the Montana Blue Goose will be held April 5.

At a joint luncheon meeting of the St. Louis Blue Goose and the War Dads of St. Louis Monday the entertainment was motion pictures of the All St. Louis World Series of 1944. Frank Flick, World Series of 1944. Frank Fick, Aetha Casualty, most loyal gander, and George C. Kaiser of the War Dads were joint chairmen. William H. Root, Law-ton-Byrne-Bruner agency, heads the

#### Miller, Babcock Advanced by Factory Association

A. R. Miller has been appointed executive assistant to E. W. Willis, assistant manager for the western regional office of Factory Insurance Association, Chicago. Mr. Miller has been superintendent of the Ohio field. In the future he will continue to divide his time between the office and the field staff. He

years.

J. T. W. Babcock, for 16 years with the organization in the engineering department, has been named assistant chief engineer. He will assist H. E. Muir in engineering problems. Until other arrangements are completed, Mr. Miller and Mr. Babcock will continue in charge of their respective fields. charge of their respective fields.

Leslie Wade of the Wade Finance & Insurance Agency, Ocala, Fla., is hospitalized in England, after being wounded on the German front.

SOMEONE CLOSED A SPRINKLER VALVE



... and what might have been a minor outbreak developed into a major disaster.

BECAUSE SOMEONE had closed a post indicator valve shutting off the water that would have supplied the automatic sprinkler system-this Cedar Rapids, Iowa, plant was completely destroyed on October 15, 1944, with a loss estimated at \$250,000,00.

At the time of the fire it was believed that the valve was open. The valve had previously been sealed open by an insurance inspector but, as was disastrously demonstrated, the seals were ineffective as a check on the opening and closing of the valve and did not provide the close supervision required for maximum

Many things can and do happen between inspections to impair the effectiveness of sprinkler systems. That is why thousands of concerns throughout the United States safeguard their sprinkler equipment with

A.D.T. Sprinkler Supervisory and Waterflow Alarm Service. Closed shut-off valves, low water levels in gravity and pressure tanks, low air pressures, danger of frozen water supplies and other abnormal conditions are immediately and automatically reported to the A.D.T. Central Station which initiates prompt corrective action. Waterflow alarms caused by fires or serious leaks are transmitted to fire departments and other protective agencies.

There is no more effective fire protection than an automatic sprinkler system when it is safeguarded by A.D.T. against the hazards of the human element. Let us tell you how you can apply this service to effect substantial economies while obtaining increased protection. \* \*

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### Sumners Tells His Conception of Act

WASHINGTON—Interpreting with reference to intent of Congress the regulation of the business of insur-Rep. Sumners of Texas, House judiciary committee chairman and one of the conference committee which finally shaped up the insurance legislation, has submitted a statement which, he says, he hopes "will be of some as-sistance to all who are concerned.

There is certainly a very broad concern," he adds.

In his statement, which was incorporated in the Congressional Record, Judge Sumners harks backs to his favorite theme of states rights and states! vorite theme of states rights and states' responsibility in government, and his objection to a huge federal bureaucracy. The statement, following that of President Roosevelt attempting to interpret the intent of Congress in the new insurance law, does not refer to the President or his statement. However, Sumpers does state the purpose of the Sumners does state the purpose of the moratorium, which Congress itself refused to state.

ne effect of this act," says Sum-"is to establish as far as can be done a moratorium until Jan. 1, 1948,

insofar as the effect of the Supreme Court decision in the Southeastern Underwriters Association case is con-cerned, except that boycott, coercion, except that boycott, and intimidation are not included in that moratorium.

"This moratorium or suspension is for the purpose of giving an opportunity for the states, the insurance comnity for the states, the insurance companies, Congress, and the people of the country generally, to determine what can be done to adjust the confused situation in which we find ourselves as a result of the Supreme Court decision referred to, and to determine as a people where the control of the insurance business should lie.

"I respectfully submit to the states

"I respectfully submit to the states that for them to have a chance to retain the control of the business of insurance—and it seems to me the pre-ponderance of judgment is that they should—they must demonstrate their ability properly to govern the business of insurance

of insurance.

"Insurance companies should do their best to remove from their practices anything which may be detrimental to the public interest.

the public interest.
"In my mind there is something far

more important involved than insur-ance. This shifting of governmental power away from the states to the federal organization is an increasing threat

eral organization is an increasing threat against our democratic system of government. Federal organization cannot handle all of this accumulating business except by bureaucratic control.

"It is fortunate for us that there is considerable sentiment developing in this country that if we are to preserve free government, responsibilities for general government must be established in and must remain in the states. It seems clear that if that is done, and only in and must remain in the states. It seems clear that if that is done, and only if it is done, will there be a chance to reduce the federal business sufficiently to bring it within human comprehension and make it possible for the federal organization to be governed by laws enacted by the Congress rather than by directive emanating from an appointed personnel."

Sumners, in his statement, then called attention to the conference report on

attention to the conference report on the bill, which has become law, saying that "the vote in the House on this report was practically unanimous" and the Senate vote was 68 to 8. The report is "not too long," he continued, and "curcht to be reduced to the long." and "ought to be understood by the people," and included a copy of the report in his statement.

Senator McCarran, chairman of the

Senator McCarran, chairman or the Senate judiciary committee, made pub-lic a statement giving his interpretation of the purpose of the federal insurance legislation. It is, he said, a forthright recognition of the chaotic condition which has been imposed upon insurance companies, insurance commissioners and policyholders as a result of the S.E.U.A. decision. He said it is not the purpose of Congress to include insurance within the criminal provisions of the Sherman

the criminal provisions of the Sherman and Clayton acts. These laws, he declared, were primarily enacted against formation of business trusts for the perpetuation of a monopoly and the restraint of free trade.

Any aspects of insurance necessarily must be carried on in restraint of free trade, thus to assure policyholders of an adequate security. If insurers are forced into unrestrained competition the security will be jeopardized to the point of being worthless. That fact was known when the Sherman and Clayton acts were passed and at no time until the S.E.U.A. case has there been a judicial decision applying these statutes to insurdecision applying these statutes to insur-

Now, however, in the absence of fur-ther legislation by Congress, the Sher-man and Clayton acts will be enforced against insurance where the states duragainst insurance where the states during the moratorium period have not taken appropriate legislative or regulatory steps. The new federal law, he declared, should not be regarded as the last word on this subject. It is not a panacea. "We can only wait now for action by the states."

Mr. McCarran early he believes the

action by the states."

Mr. McCarran said he believes the states are capable of adequately regulating insurance but he recognizes the "vast void of uncertainties" created by the S.E.U.A. decision.

"I hope the states will take to heart the declaration in section 1 of my bill that it is in the public interest for the states to regulate the business of insurance."

#### Flora Succeeds Sommer as Chicago C.P.C.U. President

L. J. Flora, Lumbermen's Mutual Casualty, has become president of the Chicago chapter of the Society of Chartered Property & Casualty Underwriters, succeeding R. F. Sommer, who has gone to Detroit as executive secretary of Planet. Mr. Sommer's resignation and Mr. Flora's automatic elevation from the vice-presidency were announced at the Chicago chapter's dinner meeting last week.

meeting last week.

W. A. Cook, director industrial hygene and engineering research Zurich, spoke on occupational disease problems, illustrating his talk with a number of demonstrations of processes now in use. A number of candidates preparing for the C. P. C. P. examinations were guests.

# California Rating Bill Introduced

LOS ANGELES—Garrison's rating bill has been introduced in the California senate with amendments to meet obbill has been introduced in the Camornia senate with amendments to meet objections brought out at the interim legislative hearings. Among the changes are the elimination of the provision relative to agents and brokers, other licensees and insurers, which will be presented in a separate bill. There is some sectionalizing as to fire and casualty lines. Risks may be grouped by classification. Bureaus must make available to all their rate makings and filings. Other states' approved bureaus are OK'd. Approval of filings must be in 60 days instead of 90. Fees for rate modifications are changed to \$25. Merit and experience rating sections are eliminated. The automobile fleet section is deleted. The inter-state risk section is modified.

The bill as amended is likely to have

The bill as amended is likely to have the support of board fire interests, casthe support of board are interests, casualty and surety executives and the mutual companies, as well as the agency forces. It also is expected the California independent and casualty insurers will continue their efforts to defeat the bill.

The California senator's committee on francial institutions has called a hear-

financial institutions has called a hearnnancial institutions has called a hear-ing for April 4, on the bill sponsored by Commissioner Garrison, providing for state rate supervision, participating poli-cies if companies so desire, and bureaus. The bill was recently amended in several particulars by the senate.

#### Rex Anderson to Ohio Department; Caris Ousted

COLUMBUS-Superintendent Dressel announces the appointment of Rex Anderson of Columbus as assistant su-Anderson of Columbus as assistant superintendent and statistician of the Ohio department. Mr. Anderson has been teaching school in Morrow county for about 10 years. He takes the place of Dr. A. G. Caris. It is understood that a strong effort was made to have Dr. Caris retained. He was an educator and college president before joining the department. the department.

"Planned Salesmanship," by Cousins, the book for accident and health men. \$3.00 from National Underwriter.

# **Property Facts** Are Basic

he starting point for sound solution of problems of Income Taxation, Reconversion, Accounting, Insurance and Finance is an accurate knowledge and record of Property Facts.

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T AKE care of your assets, Mr. Agent! Such as that very valuable one, Customer's Good Will. You can keep it in a flourishing condition by completely informing your customers about the most timely policies. Phoenix-London's ACCOUNTS RECEIV-ABLE and VALUABLE PAPERS policy comes in this class.

Our descriptive folder, "Assets Into Ashes," might prove to be just the aid you need to present this up-to-date business coverage.

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### **Arizona Rate Laws** Include Some **Novel Touches**

Included in the rate regulation bills that have been enacted by the Arizona legislature, now adjourned, there is a provision for the regulation of insurance organizations other than rating bureaus and the language seems to include such things as local boards, state association of insurance agents, Blue Goose, organ-izations of field men, casualty managers,

Such organizations under the new law are subject to examination by the Arizona corporation commission to the Arizona corporation commission to the same extent as are insurers and the examination may be conducted whenever it is deemed to be necessary. In making the examination, the commission ing the examination, the commission may ascertain whether the purposes, powers, practices and acts of the organization are authorized or permitted by the Arizona laws and it is stipulated that the organization shall not through concerted action boycott or refuse to do business with any person, firm or corporation because of non-membership in the organization or for follurs to purpose the present the present the present action or for follurs to purpose the present acts of the purpose of the purpos corporation because of non-membership in the organization or for failure to purchase insurance through a member of the organization. It is provided that such organization may affiliate with like organizations in Arizona or in other states or with national organizations. This section applies to "any organization composed in whole or in part of insurers, or of persons engaged in the insurance business or in auxiliary or affiliated businesses which has for its purpose joint and concerted action in controlling costs, in transacting insurance, improvement of service to the public, dissemination of knowledge, education of its members or other matters cation of its members or other matters pertaining to insurance and not in conflict with the laws of this state, may operate in this state under the supervision of the commission. .

#### Casualty Industry Model

Casualty Industry Model

The casualty section of the new Arizona law follows rather closely the industry bill but the fire insurance section contains much closer control.

It is provided as to fire insurance that a rating bureau after Oct. 1 must be licensed. There is provision for multiple bureaus but a bureau must have at least five subscribers and a bureau must give evidence that it has adequate facilities to furnish the services. Thus it will be impossible for a single company to set up a rating bureau more or less in its hat, so to speak. If the number of subscribers to a rating bureau is reduced below five the license is to be canceled. be canceled.

It is required that each rating bureau maintain an office within Arizona. It is provided that the Arizona corporation commission may provide for the making of rates for any particular hazard or risk if no licensed rating bureau makes such rates.

#### Risks May Be Bound

When new rates are promulgated but before actual approval by the commis-sion, risks may be bound at those rates subject to adjustment or cancellation depending upon the commission's de-

cision.

There is a provision that the commission may after hearing suspend or revoke the license of any agent or other licensee who participates in or procures cancellation or rewriting of any insurance pro rata so as to avoid or delay the application of increased rates or restrictions. There is provision for use of special schedules and methods, rules and regulations where the rating but and regulations where the rating bu-reau maintains a special inspection service

As for interstate risks with locations in Arizona the rating bureau may approve an average rate for a single policy based upon a true average of all the rates applicable to the several parts

of the risks applied to the respective or the risks applied to the respective values. The bureau shall apply the same rates to the parts of the risk located in Arizona as would be applied were those parts separately insured.

There is specific statutory approval of broker of record letters.

#### Payment of Dividends

It is provided that the bureau shall not take any action that would prohibit payment of dividends by participating companies but shall require that dividends if any shall be paid in the same rating bureau for the same classes of insurance.

There is an interesting provision that the bureau may provide monetary and cancellation penalties for wilful violapercentage amount to all policyholders alike. The bureau may and upon order

of the commission shall provide for stamping office operations and upon order of the commission shall provide that if any insurer does not furnish evidence of correction of any error or omission the commission shall be notified.

ferred at least some of the control that was exercised in the pre-S.E.U.A. decision days by voluntary company organizations.

A bureau must pay an initial fee of \$500 and an annual fee of \$100. tified.

It is provided that every insurer in a fleet shall become a member of the same rating bureau for the same classes

M. Shelby Pickett, head of the Pickett agency, Hattiesburg, Miss., is observing his 25th anniversary in the business. From 1932 to 1936, he was chairman of the Mississippi insurance commission. He has served as president of the Hattiesburg Association of Insurance Agents and a director in Mississippi association.



# **Future of Insurance Companies**

The insurance industry is being attacked from three vital angles

# (1) Demand for Lower Rates

The public insistence on rate cuts will probably grow stronger — with the agents the greatest sufferers.

# Lower Income on Portfolios

The degree of injury sustained will depend upon future interest rates from which no immediate relief is in sight.

# (3) Increased Fire and Casualty Losses

These losses can be largely reduced - Loss-ratios are inversely proportioned to municipal fire, police and traffic signals supplemented by sprinklers, automatic alarms and well-trained manpower. Upon these the value of insurance stocks largely depends.

# YOU CAN HELP

Reduce Fire and Casualty Losses by Recommending —

- A FIRE ALARM BOX-at every fire hazard. \*
- BETTER "HOUSEKEEPING"—keeping the property free of rubbish.
- ADEQUATE POLICE PATROL—with recorded performance of police duty.
- SPRINKLER SYSTEMS AND AUTOMATIC FIRE DETECTION SYSTEMS.
- TRAFFIC SIGNALS—at street intersections.

\*70% of the losses occur as a result of only 4% of the total fires. If municipal fire alarm boxes had been on this 4% of the buildings involved then over 50% of your total fire losses might have been eliminated.

# The Gamewell Company

Newton Upper Falls 64

Massachusetts

# Insurance Teachers' Review to Feature Group Coverages

Group Coverages

PHILADELPHIA — Group coverages will be emphasized in the 1945
"Proceedings" of the American Association of University Teachers of Insurance, which will be published instead of a convention, for the third year. Dr. C. A. Kulp, University of Pennsylvania, vice-president of the association, is in charge of this year's publication.

There will be five studies of group coverage developments: Accident and health, by Paul Fisher, group accident and health supervisor Continental Casualty; disability, I. S. Falk and M. G. Murray, Social Security Board; medical care plans, Margaret Klem, Social Security Board; hospitalization, E. A. Van Steenwyck, Associated Hospital Service of Philadelphia, and pensions, Meyer Goldstein, Pension Planning Co.

The "Proceedings" will also include three reviews of the year: Life insurance, by M. A. Linton, president Provident Mutual; property and casualty insurance, which will include a review of the U. S. Supreme Court decision in the

S.E.U.A. case and the legislative steps following it, by J. C. O'Connor, editor "Fire, Casualty & Surety Bulletins" of The National Underwriter, and social insurance, by W. R. Williamson, Social Security Populary Security Board.

#### Find H. K. Dent's Campaign Letter No Violation

SEATTLE—The U. S. Senate campaign expenditure committee, which has been investigating a letter written by President H. K. Dent to stockholders, agents of General of Seattle prior to the agents of General of Seattle prior to the 1944 presidential election, announced to the Senate March 15 that: "No violation of law was found and the matter, upon being brought to the attention of the committee was closed."

Printed on company stationery, the letter was quoted in part by the Senate committee as follows:
"Subversive interests are directly fight-

"Subversive interests are directly fighting private business and individual initiative with the skillful use of political weapons. Therefore, I feel it our duty to do all in our power to protect free enterprise."

The Separts committee also pointed

The Senate committee also pointed out that the letter bore a footnote to the effect that it was written by Mr. Dent not as an official of the company but

"solely through my privilege as a citi-

#### Change in N. J. Licensing Law to Be Enacted

The New Jersey senate this week passed the bill introduced by Senator Barton amending the agents' and brokers' licensing (qualification) act to brokers' licensing (qualification) act to permit insurance corporations and part-nerships to obtain brokers' licenses the same as before the qualification law was passed last year. No difficulty is antici-pated in getting the bill through the assembly or in obtaining the governor's signature. It has the support of the New Jersey Association of Insurance Agents and the approval of the New Jersey de-partment.

The bill is intended not only to permit brokerage firms to be licensed as such, rather than only through their individrather than only through their individ-ual members, but also to prevent the operation of retaliatory laws of New York, Pennsylvania and other states, which, if the change were not made, would impose a similar restriction on New Jersey brokerage firms seeking li-censes in other states. Illinois has al-ready applied the retaliatory provision against New Jersey firms. The New Jersey association is oppos-ing a monopolistic compensation bill and

ing a monopolistic compensation bill and also an unemployment insurance bill which would place insurance agents in the status of employes of insurance com-

#### Fires Causing \$100,000 or More Damage in February

The New York "Journal of Com-merce" reports the following fires of \$100,000 or more in the United States in February:

merce" reports the following fires of \$100,000 or more in the United States in February:

Wilmington, Del., boat, \$100,000; Pittsfield, Me., yarn mill, \$100,000; Baltimore, two department stores, \$700,000; Mountain Lake, Park, Md., cannery, \$100,000; Northampton, Mass., arts building, \$200,000 and agricultural school, \$250,000; Rumson, country club, \$100,000; Atlantic City, N. J., turniture company, \$175,000; Hightstown, N. J., grain storage house, \$250,000; Newark warehouse, \$100,000; Buffalo night club, \$100,000; Mckesport, Pa., business and apartment building, \$500,000; Philadelphia paper lacquering plant, \$200,000.

Also, Fairmont, W. Va., theatre, \$500,000; New Cumberland, W. Va., assembly plant, \$150,000; Northfork, W. Va., hotel building, \$150,000; Chicago steel plant, \$100,000, automobile show room and garage, \$100,000, and stables, \$135,000; Solicago, Steel plant, \$100,000, automobile show room and garage, \$100,000, and stables, \$135,000; Columbus, Ind., office building, \$100,000; Columbus, Ind., office building, \$100,000; Prairie, Ia., business and apartment building, subjocoliding, \$100,000; Prairie, Ia., business and apartment building, \$200,000; Northon, Kan., two business buildings and a drug store, \$100,000; Prairie, Ia., business and apartment building, \$100,000; Sault St. Marie Hotel, \$200,000; Minneapolis automatic products firm, \$600,000; Baltiding, \$100,000; Ealemazoo, Mich., department store \$300,000; Sault St. Marie Hotel, \$200,000; Minneapolis automatic products firm, \$600,000; Kalamazoo, Mich., department store, \$300,000; Sault St. Marie Hotel, \$200,000; Spring-field, O., packing shed and heating plant, \$500,000; Fr. Crook, Neb., army brilding, \$150,000; Soconamento warehouse, \$200,000; Pueblo sewer pine and refractories plant, \$150,000; Sacramento warehouse, \$200,000; Pueblo sewer

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Will purchase Agency or Brokerage insurance business in Chicago or vicinity. Size no object, Have 16 vears experience in Fire and Casualtines with agencies and companies. Submit terms. Negotiations held strictly confidential. Address Box B-31. The National Underwriter, 175 W. Jackson Blyd., Chicago 4. Illinois.

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#### The Phoenix Insurance Company, Hartford, Conn.

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RELIANCE INS. CO. OF CANADA Montreal, Canada



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All Forms of Fire and Property Insurance including Ocean and Inland Marine

Country-wide Brokerage Service

TIME TRIED & FIRE TESTED

# The KANSAS CITY Fire and Marine presents its

# ANNUAL STATEMENT

as at December 31, 1944

Assets		Percent to Total Assets
Cash on Hand and in Banks	\$ 194,142.36	13.12
Bonds (Amortized Value) United States Government		
Total	577,055.75	39.01
Stocks (Market Value)	331,687.50 191,418.68 7,612.68 148,197.86 26,114.20 3,060.16	22.42 12.94 .51 10.02 1.77 .21
Total Assets	\$1,479,289.19	100.%
Liabilities		

Lidbillies		
Reserve for Reinsurance Balances Payable Reserve for Reinsurance Treaty Transactions Reserve for Taxes. Reserve for All Other Liabilities. Reserve for Contingencies.	\$	202,461.39 78,792.96 50,104.54 32,008.48 15,921.82
Total Liabilities Except Capital	\$	379,289.19
Voluntary         Reserve         \$100,000.00           Capital         500,000.00           Surplus         500,000.00		
Surplus to Policyholders	1	,100,000.00
Total Liabilities	\$1	,479,289.19





# KANSAS CITY Fire and Marine

INSURANCE COMPANY

CHICAGO OFFICE: INSURANCE EXCHANGE

KANSAS CITY

1944

March 2

N. J. M Traveler Tra Liberty Metropo U. S. F

Ame Fidelity Aetna C Equitab Indem. Globe 1 Roy Eag Zurich

General Employ Am Contine Nat Con Marylan Royal 1

Lumber Am Manufae Employ New A U. America Ass Aetna I

Bankers

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, 1945

### 1944 NEW JERSEY Casualty Leaders

	1944	1942	1941	1940
N. J. Mfrs. Assn. Cas	\$7,354,229	\$8,092,107	\$5,522,484	\$4,180,830
Travelers	. 6,795,137	5,273,426	4,378,697	3,420,463
Travelers Indem		823,289	715,002	467,214
Liberty Mutual		5,206,750	3,542,447	2,774,999
Metropolitan Life		1,993,220	1,851,604	1,545,864
U. S. F. & G		1,623,765	1,578,567	1,507,740
Amer. Mut. Liab		3,056,795	2,241,760	1,954,949
Amer. Policyholders		111,693	114,210	124,087
Hartford Accident	2,785,333	2,531,982	2,388,633	2,287,710
Fidelity & Cas		2,447,877	1,864,301	1,427,552
Aetna Casualty		2,089,610	2,040,619	1,920,785
Aetna Life		715,020	570,423	448,451
Equitable Society		697,226	550,407	422,543
Indem. of N. A		1,396,497	1,402,246	1,230,150
Globe Indem		1,479,114	1,483,215	1,366,980
Royal Ind		979,034	807,063	696,927
Eagle Ind		421,235	373,672	300,867
Zurich		1,184,442	962,334	778,384
Amer, Guar, & Liab		50,975	14,251	13,061
General Accident		1,600,805	1,603,435	1,401,783
Employers Liab		1,071,497	1,298,865	1,085,051
Amer. Employers		408,201	416,025	348,568
Continental Cas		970,978	1,004,860	890,306
National Cas		267,929	293,822	235,774
Continental Assur		4,833	3,923	6,938
Maryland Cas		1,317,142	1,139,267	987,824
Royal Indem		979,034	807,063	696,927
Bankers Indem		1,148,578	1,280,631	1,182,396
Lumbermen's Mut. Cas., Ill.		1,732,966	1,685,819	1,369,160
Amer. Motorists		713,814	454,202	369,979
Manufacturers Cas		833,029	838,562	740,698
Employers Mut. Liab		491,381	430,191	91,721
New Amsterdam Cas		1,084,900	1,012,491	880,972
U. S. Casualty		364,889	293,849	845,506
American Auto		925,878	956,398	905,687
Associated Ind	440,201	343,099	268,295	148,057
Aetna Life		715,020	570,423	448,451
1943 figures were not r				

Seven States Enact

N. Y. Fire Policy

Seven legislatures have passed measures this year requiring the use of the policy was previously standard in 26

states, the District of Columbia and Alaska and Hawaii.

Texas passed a standard policy law last year but did not follow the New York pattern.

Of the seven states enacting standard policy laws thus far this year, Arizona is the only one in which the governor not require has not yet signed the bill, but no hitch the policy.

### 1944 CALIFORNIA Casualty Leaders

	1944	1942	1941	1940
State W. C. Fund	.\$16,425,964	\$12,348,602	\$10,789,956	\$9,868,344
Pacific Indemnity	. 12,132,367	8,158,220	7,114,771	5,855,529
Pacific Employers		10,034,930	6,517,970	5,308,133
Travelers	9,330,904	3,553,456	3,440,863	3,601,194
Travelers Indem	1,588,100	1,309,842	1,189,344	524,222
Industrial Indem, Exch	7,191,193	7,154,174	3,889,172	1,934,774
Industrial Ind	2,330,912	1,269,445	606,993	177,167
National Auto	5,793,953	4,052,661	4,470,480	4,130,770
Hartford Accident	5,295,458	3,984,360	3,256,741	3,087,145
Farmers Auto, Cal	4,647,574	4,475,814	4,324,194	3,529,569
Truck Ins. Exch	1,316,317	828,628	774,749	676,197
Mut. Ben. H. & A	4,556,488	2,643,088	2,063,225	1,631,460
So. Cal. Auto Club	4,154,881	3,341,188	3,645,130	3,321,638
Standard Accident	3,959,161	2,955,935	2,640,687	1,719,083
Assoc. Indem	3,861,106	2,718,523	2,219,127	1,612,372
American Auto	1,618,844	1,341,558	1,224,281	1,103,578
Aetna Life	3,774,117	2,204,418	1,299,048	949,962
Aetna Casualty	2,177,658	1,723,210	1,680,014	1,523,952
General Reins	3,772,116	1,554,215	782,664	654,520
Calif. Cas. Ind. Ex	3,719,920	2,811,042	2,048,327	1,488,485
Liberty Mutual	3,702,073	4,469,863	1,840,480	1,220,779
State Farm Auto., Ill	3,616,537	3,143,126	2,685,076	2,107,580
Calif. State Auto Assn	3,351,664	3,330,028	2,296,256	1,748,184
Fireman's Fund Ind	3,144,586	3,071,637	1,802,337	2,107,580
Occidental Life, Cal	2,861,615	1,338,388	1,033,702	791,056
Calif. Compensation	2,546,402	1,775,857	1,640,542	1,311,977
Western Natl. Indem	2,529,782	2,005,750	1,063,872	905,019
Industrial Indem	2,330,912	1,269,445	606,993	177,167
Continental Cas	2,311,331	1,778,197	2,166,711	2,025,416
National Cas	299,096	232,517	289,001	239,828
Continental Assur	34,032	10,358	8,341	9,320
John Hancock M. Life	2,196,595	2,696,831	1,642,093	774,637
Aetna Casualty	2,177,658	1,723,210	1,680,014	1,523,952
1943 figures were not	reported in	THE NATIONAL	UNDERWRITER.	

is expected, as the new policy is in use It will become effective in Arizona. there June 15.

The other states and their effective dates are North Carolina and North Dakota, both effective July 1; Oregon, June 16; South Dakota, Jan. 1, 1946; West Virginia, May 31; Wyoming, Aug. 13. All follow the New York model exactly, except that Oregon does not require the numbering of lines in

Bills calling for the use of the New York standard policy have been introduced in Connecticut, Illinois, Iowa, Oklahoma, Pennsylvania and Rhode Island. A bill has also been introduced in California, but there appears to be no hope of its passage. No bills have been introduced in Kansas, Maine, Massachusetts, Michigan, Minnesota, New Hampshire, or Wisconsin. New Hampshire, or Wisconsin.

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(CONTINUED FROM PAGE 5)

contingent item it should not be taken into account in the year in which the casualty occurs but only in the year in which the liability becomes fixed. Under the frequently repeated maxim that each taxable year must stand on its own feet, the tax liability for each year should be determined in the light of the events that have occurred without regard to contingencies or subsequent events. Nevertheless, said Mr. Seghers, the foregoing views do not find support in published rulings and decisions dealing with recoveries under insurance policies.

5—To sum up the situation from a practical standpoint, the published rulings and decisions would indicate that: (A) it appears to be the Treasury Department's position that the amount subsequently recovered is to be considered as an accrual as of the close of the taxable year in which the casualty occurs and the resultant loss or gain reported for federal income tax purposes in that year: (B) If there is unusual delay in effecting recovery no loss is deductible until the amount of the settlement is determined; (C) if there is a high degree of improbability that recovery will be deducted in the year in which the casualty occurs.

#### Subsequent Recovery

Problem 3: If a casualty loss has been deducted in full in the year of occurrence, and a recovery is subsequently received, what is the status of such

receipt, for federal income tax purposes?
Recoveries do not constitute income in the year of receipt if the loss sustained in a prior year did not effect a reduction in tax liability. This doctrine finds its latest and strongest support in the celebrated Dobson case.
Under that decision (Dobson v. Com., 320 U.S. 489) the enactment of a statutory provision exempting recoveries of bad debts and taxes where the prior deduction thereof did not result in any tax benefit does not prevent the application of the tax benefit rule to losses or other recoveries.

Problem 4: Are gains and losses resulting from the receipt of payments pursuant to insurance policies by reason of losses of property capital gains and losses for federal income tax purposes?
The answer is "yes, if" and the wording of that lengthy "if" clause is to be found in Sec. 117(j) of the internal revenue code. Summarized briefly, it is this: (1) if the property was not stock in trade, or certain government obligations issued at a discount, and (2) if it was held over six months, and (3) if the recognized gains on all similar transactions, and on sales or exchanges of property used in the trade or business exceed all such losses during the year, then such gains or losses shall be considered as gains and losses from sales or exchanges of capital assets held more than six months.

On the other hand, if such gains do not exceed such losses, such gains and

on the other hand, if such gains do not exceed such losses, such gains and losses shall not be considered as gains

or losses from sales or exchanges of capital assets. Once it is determined whether or not such a gain or loss constitutes a capital gain or loss, it is then treated, for federal income tax purposes, the same as any other long-term capital gain or loss, or as an ordinary gain or loss, as the case may be.

In the case of amounts received on account of casualty losses with respect to property constituting stock in trade or certain government obligations issued at a discount or property held less than six months the resulting gain or loss.

The U. S. Supreme Court has held in Helvery v. Flacus Oak Leather Co., 313 U.S. 247, that amounts received under an insurance policy by reason of a casualty loss do not constitute proceeds of a "sale or exchange." Except for those cases prescribed in Sec. 117(j), which do not include involuntary conversions of stock in trade or assets held less than six months, capital gains and losses arise only with respect to "sales or exchanges" of property.

Problem 5: What is the status, for excess profits tax purposes, of gains and losses arising out of casualty losses compensated for, in whole or in part, by payments made pursuant to insurance policies? If pursuant to the provisions of Sec. 117(j), summarized above, such gains or losses are considered as capital gains or losses, they are excluded in determining the amount of excess profits the tincome of the taxable year. If, on the other hand, they are not considered capital gains or losses pursuant to Sec. 117(j), then they are not considered acapital gains or losses pursuant to Sec. 117(j), then they are not considered acapital gains or losses for some purposes.

Problem 6: What is the status for federal income tax purposes of recoveries under various forms of use and occu-

Problem 6: What is the status for fed-Purposes.

Problem 6: What is the status for federal income tax purposes of recoveries under various forms of use and occupancy and similar insurance policies? The regulations hold that if by its terms a U. & O. policy insures against sustained loss of net profits the proceeds do not constitute receipts from an involuntary conversion but are taxable as income in the same manner as the profits would have been. A recovery under such a policy would not, accordingly, result in a capital gain or loss. The board of tax appeals has held, however, that where the policy calls for the payment of a fiat per diem allowance for the loss of the use and occupancy of a property destroyed by fire measured from the date of the fire's occurrence to the time when the destroyed property can with ordinary diligence be replaced and operations resumed, and the proceeds are used to replace the property destroyed the resultant gain is one arising out of involuntary conversion and is not recognized for federal income tax purposes.

#### Plan to Send Adjusters to Manila Still Stands

WASHINGTON-Howard Klossner, WASHINGTON—Howard Klossner, president War Damage Corporation, says that while WDC has not yet obtained clearance for a group of adjusters to proceed to Manila by plane for investigation of war damage claims in the Philippine Islands, the plan to send them still stands. The army has given permission for the adjusters to go to the islands, but WDC has not yet been able to send them.

In a letter to Senator Tydings, Mary-

able to send them.

In a letter to Senator Tydings, Maryland, chairman Senate committee on territories and insular possessions and of the joint Filipino-American relief and rehabilitation commission, Mr. Klossner says that WDC authority with respect to damages in the Philippines at present extends only to such occurring before July 1, 1942, the date when WDC authority to extend free pro-

tection expired.

If Congress should deem it advisable that war damages in the Philippines should be treated alike, regardless of their date of occurrence, Klossner said, "It is apparent that economy and efficiency in the investigation and adjust-ment of such damages will be greatly facilitated by early enactment of the necessary legislation." He recommends it, whether or not the task of adjusting Philippine losses is to be performed by WDC, as proposed in the Taft bill, or by some other agency.

#### Rain Association Reelects

A. Wesley Barthelmes, secretary of the inland marine department of the North British group, was reelected president of the Rain Insurance Asso-York City. Other officers were re-elected: Vice-president, G. H. Riggs, American of Newark; secretary-treas-urer, Walter Krieger, Home, and as-sistant secretary-treasurer, Albert Leif-flen. Home. flen, Home.

# Vital Role of Fire Control Topic of Midwest Buyers

At its first formal program the Midwest Insurance Buyers Association heard John A. Neale, chief engineer of Underwriters Laboratories, discuss the work of that organization at a dinner in Chicago. Most insurance buyers have general or specific supervision over fire prevention matters for their companies, and Mr. Neale's comments were followed with close attention.

He said that in normal times 50% of

products submitted to the laboratories meet, on their first test, the standards established for them. About half of the remainder fail to come up to standard on first measurement, but subsequently are improved and then win the right to use the UL label. About 20% fail and never reach the market.

600 Million Labels

The cost of testing, which is borne by manufacturers, is kept at 1% or less. In one prewar year, he said, 250,000 In one prewar year, he said, 250,000 items manufactured by more than 5,000 manufacturers were tested and 600 million labels issued. He mentioned the number of items tested, including roofing materials, for the testing of which manufacturers spend \$100,000 a year in the laboratories

the laboratories.

One of the buyers brought out that the fire hazard in automobile garages over the country has increased considerably in the war years, partly because of less responsible help, but perhaps more so because of the increased use of acetylene torches. The average garage now may use three or four torches regularly where previously they used one ularly where previously they used one occasionally. He asked Mr. Neale whether the laboratories or any other organization had surveyed this situation nationally and suggested a remedy. Mr. Neale said it was a fire prevention prob-

lem, not a testing problem.

Currently there are a considerable number of recommendations being made with respect to roofing fire protection. Some heavy roof losses have occurred in industrial properties and there are considerable values represented by this portion of plant structures. In several such fires the fire department has been unable to reach the fire quickly and effectively because of lack of hydrants at roof level. Many of the current recommendations are for water pressure at that point.

response to a question, Mr. Neale In response to a question, Mr. Neale said there now is a good deal of activity in fire resisting paints and impregnation materials. One such material that has been tested, he said, reduces the rapidity of fire spread, as compared with ordinary wood, by 35%, reduces heat 40% and smoke 85%.

Another buyer suggested that there was

Another buyer suggested that there was need for some fire proofing spray or material for large concentrations of stock exposed outside of buildings, remote from sprinkler protection. This is a

exposed outside of buildings, remote from sprinkler protection. This is a field for development, he said.

Two committees of the association have been appointed. The program committee is headed by T. J. Sullivan, Inland Steel, and has as members Harvey Yormark, Chicago Mail Order Co.; H. B. Storm, Chicago Surface Lines, and J. H. Jones, International Harvester. The membership committee is headed and J. H. Jones, International Harvester.
The membership committee is headed
by M. G. Erickson, International Harvester Co. Other members are Ray C.
Glenke, Darling & Co.; M. A. Tait, Commonwealth Edison; J. E. Smuts, Butler
Brothers, and A. T. Sommer, Allis-Chal-

#### Durloo Returns to Royal

I. H. Durloo, Texas manager for F. D. Ross, general agents, for several years, has resigned to return to Royal-Liverpool, becoming manager at Washington, D. C. He will be succeeded by G. W. Crowther as manager, formerly engineer for the agency in Texas.



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lations can best handle your Latin American insurance.

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vantages which dealing with ULTRAMAR will bring you: 1-Prompt, time-saving settlement. 2-Convenient, direct adjustment under uniform conditions and terms. 3-Payment in either U.S. or local currency, as desired.

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# Wimmer Tells Buyers of Changes in **Boiler and Machinery Coverage**

NEW YORK—The new definitions in the present boiler and machinery policy form the foundation for proper and substantial coverage in the future, and with particular reference to machinery insurance it certainly should be comparatively simple to work from the base of straightforward statements of the new definition to any future requirement of a broadened or limited scope of and with particular reference to machin-ery insurance it certainly should be comparatively simple to work from the base of straightforward statements of the new definition to any future require-ment of a broadened or limited scope of

ment of a broadened or limited scope of application, said Lyle G. Wimmer, assistant secretary of Travelers, in his talk at the insurance conference of the American Management Association.

Mr. Wimmer gave assurance that if there is a need or a demand for more coverage or less coverage than is provided by the new definition, insurers want to provide it at a proper rate. In view of the changes that have taken place in the last two or three years he said it is only natural to conclude that other changes must and will take place, though undoubtedly they will not be so drastic nor as violent as those of the immediate past. Yet if the boiler and machinery business is to progress with the developments, improvements and advances of industry, insurers must be willing the consider the consideration of the second of the consideration of the second of the consideration of the consideration of the second of the consideration of the second of the consideration of the conside the developments, improvements and advances of industry, insurers must be willing to consider changes and be expeditious in making those that are proper, desirable, and compatible with present and future developments and requirements, he declared.

#### Coverage Is Young

Mr. Wimmer reminded his audience that boiler and machinery insurance as it is known today is still in its infancy, that barely 20 years have passed since the so-called machinery breakdown coverage was placed in effect, and the so-called broad coverage for boilers has been in effect for only two years. From an insurance standpoint, in the past the boiler definition of coverage has not been conducive to widespread purchase but the broadened definition should produce a better understanding of the intent of the coverage and thus lead to a more widespread application of the insurance.

intent of the coverage and thus lead to a more widespread application of the insurance.

Mr. Wimmer confined his talk largely to the definition of "accident" which is the principal basis for coverage. The old definitions consisted of a general statement modified by a cause requirement or an effect requirement and in some cases this modified general statement was restricted by certain special limitations which were varied in accordance with the particular type of object insured, he said.

In the boiler definition, the occurrence—the sudden and accidental tearing asunder—had to be caused by pressure to meet the definition. Also there had to be an effect—leakage of contents. These causes and effects were also part of the unfired vessel definition.

The definition finally promulgated Aug. 1, 1944, has broadened the coverage to burning and bulging but was still a general statement qualified in part by cause, effect, and result.

Regarding the machinery definition, Mr. Wimmer said that the clause "which manifests itself at the time of its occurrence," was used in the old definition to eliminate those occurrences too small to be covered and those slowly developed conditions found in an inspection. The clause was subject to various interpretations. Did the manifestation have to be audible, visual, tangible, or what? Since the occurrence was supposed to impair the "functions" of the machine, how were these to be defined? Were these the regular, normal functions or some special use to which the machine was rarely or ever put?

In 1943 the "manifestation" clause was eliminated but uncertainty still prevailed over "functions." Analysis of claims led to the new definition with a straightforward statement and a modifying exclusion: "the sudden and accidental breaking of the object or any

turbo-generator it had to be specified that there was an accompanying short-circuit, so as to eliminate slow deterioration of insulation which could not otherwise be distinguished from a sudden and accidental burning out. The short-circuit would not necessarily have to be within the machine insured.

Probably the most troublecome part

Probably the most troublesome part of the old definition was the term "sudden and accidental deforming," said Mr. Wimmer. "Deformation" can be construed on a very broad basis or a very narrow one. In order not to cover a gradual misshaping, particularly where caused by a shaft crack, which

deforming."

"With this qualifying condition effective, the question is logically raised as to how it can be determined whether the crack caused the deformation or the deformation caused the crack," said Mr. Wimmer. He said, however, that this should produce no difficulty, since it is usually easy to determine whether a crack has been developed slowly and progressively.

# AMERICAN HOME FIRE ASSURANCE COMPANY

FINANCIAL STATEMENT AS AT DECEMBER 31, 1944

#### ADMITTED ASSETS

*Bonds—United States Government	768,328.93
*Bonds—All Other	580,642.97
*Stocks	1,372,007.27
Cash on Hand and in Banks	469,044.19
Mortgage Loans (Face Amount \$198,107.50)	152,662.50
Premium Balances (Less Ceded Reinsurance Balances)	184,062.51
Interest Due and Accrued.	13,626.87
Other Admitted Assets	1,646.27

\$3,542,021,51

#### LIABILITIES

Reserve for Losses and Loss Expenses	133,127.37 884,145.11
Reserve for Expenses, Taxes (Including \$4,500.00 U. S. and Can. Income Taxes) and Contingent Commissions due or accrued	74,377.13
Reserve for all other Items	30,083.95
*	1,121,733.56
Capital Stock (100,000 shares \$10.00 Par Value)\$1,000,000.00	
Surplus	2,420,287.95

\$3,542,021.51

#### POLICYHOLDERS' SURPLUS \$2,420,287.95

\*Bonds and Stocks are carried on the basis prescribed by the Insurance Department of the State of New York. If actual December 31, 1944 market quotations for all except insurance stocks had been used (such insurance stocks being taken at statutory values) the Policyholders' Surplus would be \$2,518,897.89. There has been deducted an amount of \$29,536.22 representing interest in our own stock through ownership of Second Preferred stock of the Globe and Rutgers Fire Insurance Company. Securities carried herein at \$323,398.57 are deposited with Governments and State Departments as required by law.

HOME OFFICE 111 WILLIAM STREET, NEW YORK



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clause which would make it operative immediately.

The 1% rate on domestic companies yields approximately \$14,000 a year and that from foreign companies \$800,000 a

The bill provides that every insurance company or fraternal pay an annual registration fee of \$20 on or before Jan.

It also calls for payment of a \$20 filing fee with each annual statement, the fees to defray the administrative charges and salaries for examining and auditing fil-ing statements. Companies would also

be required to pay traveling expenses incurred in making examinations.

Other fees provided for include: For agents of foreign companies not authoragents. ized to do business in Maine, \$20 annually. Licenses to resident brokers \$25, and non-resident brokers, \$50. Fees would be the same for firms or corporations acting as brokers. Li-censes to resident agents or insurance companies except domestic mutual fire, or to resident agents of fraternals, for-eign surety companies, credit or title companies and for each renewal \$2 and

non-resident agents \$10. Licenses to a firm or corporation to act as insurance agents, and for each renewal \$2 for a resident, and \$10 for each non-resident. License for adjuster of losses, \$2.

#### EXPECT MICHIGAN OPPOSITION

LANSING, MICH. - Opposition of Michigan companies is expected to have Michigan companies is expected to have its effect in the legislature's consideration of the bills to eliminate premium tax inequalities. Commissioner Forbes indicated that the matter now is exclusively the legislature's problem inasmuch as the subject has been called to the lawmakers' attention. Governor Kelly, on the basis of an attorney-general's opinion, has expressed fear that the state might lose the premium taxes the state might lose the premium taxes collected from non-Michigan carriers. A test suit on the issue is believed certain.

#### ALASKA TAX INCREASED

The Alaska legislature has passed a bill increasing the territory's premium tax from two to 2½%. The measure was introduced by Senator Allen Shattuck, Juneau local agent. It is anticipated that the governor will sign the

bill.

The bill also provides that "no insurance company shall insure residents of Alaska or property located in Alaska or Alaska or property located in Alaska except through an authorized agent of said company residing in Alaska who shall countersign the policies and col-lect the premiums."

Another provision requires unlicensed Another provision requires unicensed companies to pay a premium tax on insurance written and if the company defaults the insured must pay the tax. Every person paying more than \$100 premiums to any one such company in any year must report to the insurance commissioner by March 1. If the report is not made and the tax remains unpaid for 60 days after March 1, the tax shall for 60 days after March 1, the tax shall be increased by one-tenth for every month during which such tax remain unpaid after the expiration of the 60

#### ARIZONA EQUALIZATION MEASURE

The Arizona legislature, now adjourned, amended the premium tax statute to make the 2% levy apply to domestic as well as foreign insurers. The date of the annual report and payment of the annual report and payment.

The date of the annual report and payment of premium tax was changed to April 1, instead of March 1, and the tax is delinquent April 30.

The retaliatory statute was repealed and a law was enacted to relieve officers and directors of insurance companies from personal liability for payment of taxes under any law even though of taxes under any law even though such law may subsequently be declared to be invalid.

#### PAY UNDER PROTEST IN MONTANA

Payment of premium taxes in Mon-tana has been made under protest by tana has been made under protest by Benefit Association of Railway Employes, State Farm Life, North American Accident, Interstate Business Men's Accident, Dubuque F. & M., Fireman's Fund Indemnity, Western National Indemnity, Mutual Benefit Health & Accident, Massachusetts Protective, Paul Revere Life, Western National, Home F. & M., National Life, Standard Accident and Fireman's Fund.

#### N. C. TAX BILL PASSED

RALEIGH, N. C.—Both houses of the North Carolina legislature have now passed the bill providing for a flat 2% premium tax except on workmen's com-pensation which continues at 4%.

#### WISCONSIN HEARING THIS WEEK

MADISON, Wis.—A hearing on the proposed Wisconsin 1½% premium tax equalization measure will be held March

#### PROTESTS MOUNT IN OKLA.

OKLAHOMA CITY - Forty - five more fire and casualty companies have paid their Oklahoma 4% premium tax under protest.

#### MANY PROTESTS IN TEXAS

AUSTIN, TEX,-More than 70 in-AUSTIN, TEX.—More than 70 insurance companies of all types have so far paid their premium taxes to Texas under protest. Amount of tax involved is in excess of \$1,400,000, and it is anticipated that there will be several more protested payments. Total tax collections of the state department usually run over \$6,000,000. Should the present state

premium tax laws be held unconstitu-tional, Texas would lose better than one-fifth of its revenue from insurance

# Vote for Diemand Group Proposals

#### (CONTINUED FROM PAGE 3)

ciency, and hence the competitive power, of American companies abroad. The single company, even though de-partmentalized, has a distinct advantage over several companies in bidding on different types of risk for a single customer, for it could thereby spread its risks, reduce expenses, and probably show a stronger financial statement. American buyers would encounter fewer difficulties with their foreign subsiddifficulties with their foreign subsidiaries if multiple-line underwriting powers were not restricted. Many buyers felt that such a step would protect and promote existing American interests and investments and provide this country with an important weapon against future business distance. ture business slumps.

#### Improve Service at Home

Buyers opposing the extension did so mainly on the ground that American companies should improve their service at home. The scope of foreign operations is not held to be considerable, and insurance buyers are believed to have more vexatious problems than the foreign markets.

As to the recommendation for multiple-line reinsurance, 62% approved; 26% disapproved; 12% did not answer. Buyers approved; 12/6 did not answer.
Buyers approving said such powers
would spur competition in the reinsurance field, which would be healthy. It
is not true that reinsurance goes abroad from choice; it is placed abroad because American rates are higher. We should frankly face the fact that this country is losing lucrative business to foreigners. is losing lucrative business to foreigners.

Adoption of the proposal would increase reinsurance facilities in the United States. These are felt to be insufficient, and buyers cited several important instances in which their needs were not met by American insurers. Risks may be spread advantageously and costs be reduced by companies having larger lines. ing larger lines.

#### Form New Reinsurers

Buyers opposing the recommendation said if the need did exist and the business were profitable, surplus funds of existing companies and funds not now invested should be brought into the field in the normal manner. These buyers in the normal manner. These buyers agreed it would be better to form one or more general reinsurance companies than to allow a wide extension of reinsurance powers to many existing companies. The increase of foreign business should be handled on a direct basis extension. rather than by reinsurance. The reinsurance question is unimportant, and hence the buyers disapproved of any action in this field.

As to full cover auto polices 73% approved; 24% disapproved; 3% did not reply. The buyers advocating comprehensive policies said the average driver would need only one insurance com-pany, whereas he now must deal with two. This would simplify the job of finding the right company, it would

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by ample resources — these are indispensable to sound service. We offer these qualities to the agents we service — plus a sincere interest in, and understanding of, their individual problems.

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NEW YORK, 26 CLIFF STREET PHILADELPHIA, 525 CHESTNUT ST. CINCINNATI, 1417 CAREW TOWER SAN FRANCISCO, 349 PINE STREET CHICAGO, 175 W. JACKSON BLVD. 1794

150TH ANNIVERSARY

1944

308 WALNUT STREET, PHILADELPHIA & PA.

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Present Policies Satisfactory

Opponents generally gave no reasons for their position or said they were not interested. Some felt that existing combination policies are eminently satisfactory. Others held that the hazards of aircraft are distinct from those of the automobile and hence coverage should be written only by underwriters specializing in the aircraft field.

As to the recommendation that the

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JEFFERSON CITY, MO.—Representatives of fire and casualty companies will confer with with Superintendent Scheufler here March 22 on proposed legislation, including rating laws and the status of such organizations as the Missouri Inspection Bureau and Missouri Audit Bureau.

It is understood that the casualty people plan to submit the model casualty rating act. The status of agents and brokers in the new setup also will be discussed.

At the meeting of the Delaware, O., Insurance Board, Monday, a forum on forms 49 and 98 was conducted by M. J. Nehring, Western Adjustment; Dwight Montgomery, Ohio Farmers, and E. C. Knoop, Jr., Home. There will be a discussion of these forms at the March 26 meeting of the Ohio Stock Fire Insurance Speakers Association.

Fire, Casualty Conference

with Scheufler March 22

# W. W. Clement Lists Complaints of Buyers

make it unnecessary to divide risks, and the driver would need to remember the name of only one underwriter. Costs would be reduced as a result of increased competition among underwriters and the entrance of smaller companies into the field. Expenses would also be cut by the reduction of risks and claimhandling costs as well as by avoidance of duplication. The cover could be extended to all jurisdictions and would greatly simplify automobile insurance.

Buyers opposing felt there is no need for a change, since the present com-

NEW YORK—Pinch-hitting at the meeting of the American Management Association insurance division, for I. M. Carpenter, insurance manager, Ebasco Service, New York, W. Winthrop Clement, executive secretary of Risk Research Institute, gave an unexpected twist to his subject, which was "What Does the Buyer Need and Want?" What the buyer needs is the ability to evaluate advice, to know where to find out what he doesn't know, and the indispensable quality of being able to analyze hazards accurately, as well as a number of other qualifications.

As to what the buyer wants, Mr. Clement quoted from a number of letters from large buyers, some of whom were quite critical of various aspects of the insurance business. One said that ocean marine insurance "is still in the dark ages," that it is the most complicated of all coverages and is set forth in terms not clearly understood. Another said boiler and machinery insurers are "afraid to pioneer," that coverages are as outmoded as some of the fire policies of 50 years ago, that the insurers put out coverages with no clear explanation of what type of losses insured can collect and they apparently have placed no such information in the hands of their adjusters responsible for adjusting losses and interpreting coverages. greatly simplify automobile insurance.

Buyers opposing felt there is no need for a change, since the present combination policy meets the problem and is reasonably complete. In the eastern part of the United States, at least, the demand for a combination policy is neither spontaneous nor heavy.

As to comprehensive aviation policies 76% approved; 21% disapproved; 3% did not reply. Proponents of comprehensive aviation policies said aviation rates which are too high would be lowered, since a comprehensive policy would help reduce paperwork and clerical expenses; also pioneering experience, generally a costly matter, would be spread. The increase in competition would tend to make underwriters more efficient. The present combination form is confusing, requiring more work than necessary. It is the duty of insurance to keep pace with the times, even at the risk of venturing into unfamiliar territory. Aviation and other great enterprises of the future must be encouraged; active support should not be withheld until these industries have fully matured. ing losses and interpreting coverages

#### Delay in Changes

Delay in Changes

Another complaint was that it takes too long to get compensation changes made, and cited the length of time employers have been without protection because of the delay in getting "illegally" employed employes covered under a policy which is limited to those employed "legally." A fourth critic contended forgery bond rates are inconsistent, frequently being high where the risk is slight and much lower where the risk is slight and much lower where the risk is greater. A fifth put the finger on what he considered to be inconsistency in the matter of deductibles, saying a deductible is compulsory in earthquake insurance, optional in automobile collision, and unobtainable in fire coverage, though all three are written by the same company. One large fire insurance buyer objected because coverages must be adjusted upward in line with reproduction costs but that when less insurance is called for the insured can only cancel short rate even though the reduction in value is beyond his control.

In fairness to the other side, Mr. Clement listed some of the buyers' demands which he termed unreasonable. One wanted inland marine insurance to cover buildings, machinery and equipbe written only by underwriters specializing in the aircraft field.

As to the recommendation that the personal property floater be authorized for casualty companies as well as fire, 73% approved; 18% disapproved; 9% did not reply. Those favoring the measure felt it "would fill a real need" and "there is a great demand for it." Gaps in coverage would be eliminated or at least reduced to a minimum. All coverage would be in one "package," to be reviewed but once a year. Altogether the measure would afford much greater protection, and its proponents felt it should be extended to all states so that, for example, in the case of a New York resident with a bungalow in Maine, the policy would apply in Maine as well as in New York. Some opponents of the measure withheld comment or simply stated they were not concerned with the present market and coverage are adequate.

mands which he termed unreasonable. One wanted inland marine insurance to cover buildings, machinery and equipment at permanent locations. Another thought the stock companies ought to write hospitalization on the same basis with non-profit hospital plans.

#### Understandable Contracts

Mr. Clement made a plea for more understandable contracts, saying that they should be written so that a professional insurance buyer could understand them. He also urged the value of local insurance buyers' organizations, mentioning those in New York, Philadelphia, Pittsburgh, St. Louis, Dallas, Chicago, Minneapolis and San Francisco.

#### London Assurance Honors Three

Three members of the London Assurance New York staff are observing their 25th anniversaries with the company. They are Russon G. Ganner, general agent, Martin F. Lucker, Jr., fire loss department superintendent, and Gordon Baxter, advertising manager, all of whom joined the organization in cussion of these forms at the March 26 meeting of the Ohio Stock Fire Insurance Speakers Association.

Want direct-mail sales aids in accldent and health? Write The A. & H. Bulletins, 420 E. 4th St., Cincinnati 2, Ohio.

C. J. Schrup, President W. F. Kuffel, Exec. Vice Pres.

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# DUBUQUE FIRE & MARINE

Amsormore Company. Dubuque, Iowa

ORGANIZED 1883

SIXTY-SECOND ANNUAL STATEMENT, DECEMBER 31, 1944.

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Cash	\$ 637,845.60
U. S. Government Bonds	3,193,700.00
Stocks	
Real Estate Sold Under Contract	55,143.89
All Other Real Estate	30,160.08
Premiums in Course of Collection—	
(not over 90 days)	631,228.05
Policyholders' Premium Notes (Fully secured)	81,154.84
Interest Accrued on Bonds	9,120.84
Other Assets	7,776.23
	\$5.047.961.52

	\$5,947,261.53
LIABILITIES	
Unearned Premiums	\$3,217,419.55
Reserves for Losses	389,552.16
Reserve for Adjustment Expense	30,220.27
Reserve for Taxes and Other Liabilities	
Capital\$1,000,000.00	
Surplus 1,153,886.23	
Policyholders' Surplus	
	A

In the above statement, Bonds are carried at amortized values and Stocks at December 1, 1944, market quotations, as prescribed by the National Association of Insurance Commissioners. On the basis of December 31, 1944, market quotations for Bonds and Stocks, total assets would be \$5,983,042.03, and policyholders' surplus \$2,189,666.73. Securities carried at \$200,000.00 in the above statement are deposited as required by law. as required by law.

C. J. Schrup, President W. F. Kuffel, Exec. Vice Pres.

W. R. REILLY, Vice President ROBERT E. O'ROURKE, Vice President

B. J. OSWALD, Vice Pres.-Secretary A. J. Kleinschmidt, Treasurer

# NATIONAL RESERVE Insurance Company.

Dubuque, Iowa

TWENTY-SIXTH ANNUAL STATEMENT, DECEMBER 31, 1944.

#### ASSETS

Cash\$ 329,492.38
U. S. Government Bonds
Stocks 633,531.00
Real Estate Sold Under Contract 40,944.42
Premiums in Course of Collection—
(not over 90 days)
Policyholders' Premium Notes (Fully Secured) 19,764.22
Interest Accrued on Bonds
Other Assets 5,320.49
\$2,774,441.07

	\$2,774,441.07
LIABILITIES	
Unearned Premiums	\$1,378,894.10
Reserve for Losses	167,247.07
Reserve for Adjustment Expense	12,951.54
Reserve for Taxes and Other Liabilities	67,101.15
Capital\$500,000.00	
Surplus 648,247.21	
Policyholders' Surplus	1,148,247.21

In the above statement, Bonds are carried at amortized values and Stocks at December 1, 1944, market quotations, as prescribed by the National Association of Insurance Commissioners. On the basis of December 31, 1944, market quotations for Bonds and Stocks, total assets would be \$2,779,870.07 and policyholders' surplus \$1,153,677.21. Securities carried at \$200,000.00 in the above statement are deposited as required by law. as required by law.

# EDITORIAL COMMENT

# Insurance Can Hold Only Part of Bag

care proposals, the most radical of which has cropped up in California, is an indication of a trend that is almost certain to become more pronounced as the states, disturbed by the federal proposals in this direction, try to beat Washington to the punch. This whole movement places the insurance business, particularly those companies doing a group accident and health and hospitalization business, in a real dilemma.

There is a widespread demand from the doctors and from others interested in preserving the private enterprise system, asking the insurance companies to provide the desired comprehensive coverage so that it will not be necessary for the states or the federal government to

Doctors who see the menace of socialized medicine are particularly vociferous in saying in substance, "This problem of prepaid medical care is an insurance problem. Why don't you insurance people solve it?" But many of the difficulties that face insurance companies in any large-scale venture that would be potent enough to stem the threat of state or federal plans are tied right up with the professional problems of the doctors themselves. With these unsolved the insurance companies would very likely be exposing the money of their policyholders and stockholders to losses that would make income disability losses look like small change.

To many insurance executives it seems as if the doctors are asking a good deal of the insurance companies to expect them to blast the specter of socialized medicine when the doctors themselves are unable to police the cases of outrageous fees that are found occasionally. A big difficulty that an insurance company faces is that while it can promise to pay up to so many dollars to its insured, it cannot guarantee that these dollars will be enough to pay his doctor bills unless there is some control over what doctors are going to charge. The company, if its coverage is to maintain its attractiveness to the medical profession, must continue to be able to say that "we don't interfere in the relationship between doctor and patient." It can't continue to say that and exercise any control whatever over the level of fees charged-which incidentally no company has any wish to do.

The insurance companies have shown their good faith in putting out plans

Agitation for the states to pass com- that are more and more comprehensive prehensive hospitalization and medical and progressive. They can't be accused of hanging back just because the perfect plan hasn't been evolved. But even without attempting to guarantee to pay whatever the doctor may charge the companies can only go so far. They cannot supply the elaborate coverage, with large amounts of preventive medical care, that the more ardent social planners would like to see, and still sell it for a premium that would not be prohibitive. They cannot extend the low cost feature of group operation to smaller and smaller groups until the cost-saving advantages of the group plan are lost. Thus there are bound to be many employes and self-employed left out of the low-cost group plans.

Some of the closest students of the problem feel the real solution, if there is one, must come from some source much closer to the doctors than the insurance companies are. The problem is not primarily one of insuring the costs of medical care but of prepaying the costs of medical care. The difficulty that has haunted the doctors in these efforts has first been the effort to get somebody else to do the job, and second, when they tried it themselves they failed to realize that they were in business, that they needed capital, and their services had to be sold to the It would probably be almost suicidal for such an organization to give really comprehensive coverage, as it would cost more than the average person is willing to pay. The best starter would be coverage against catastrophic types of occurrence, such as those requiring surgery, and get organized, as has been done in Michigan and started in New York, and having obtained public acceptance to go on from there.

In these ventures in general the doctors' besetting sin has been trying to do too much. Group Health Cooperative in New York City found that its proposed \$20 annual charge per person for comprehensive service could not be sold. Its limited coverage sold better, but the group lacked a hospital connection. Probably a successful group must have a hospital association tie-up, endorsement of a substantial proportion of the doctors in the community, substantial capital, and a real sales organi-

It is true, as the doctors contend, that the insurance companies have a sales organization but no layman organization, particularly one far from the point of contact with the patient, can police

the doctors and correct abuses that strident utterances about the horrors of arise. If the doctors in a community can't police themselves it is a pretty safe bet that nobody can, for professional ethics are such that any outsider's attempt to discipline a gouging or unskilled doctor would bring all the other doctors to his defense, even though they knew the facts better than anyone else.

The problem is one for the doctors, even if the government supplies the coverage. In the latter event, failure of the doctors to police their own ranks would result in either the taxpayers paying for unjustified fees or the government's setting up a permanent OPA to regulate medical fees. The latter is something the doctors shudder at and no layman would like to see.

The whole problem is a serious one and should be approached with a realistic concept of what the insurance companies can and cannot do. Beyond a certain point the insurance companies can only sit on the sidelines, sympathetic with the doctors and hoping that the unsound grandiose schemes proposed in Washington and too many state capitals will yield to something more sensible. Unfortunately the public relations work of organized medicine has tended to confine itself to

socialized medicine.

Actually government medicine is with us to a considerable degree, notably in the fields of mental illness, venereal disease, tuberculosis, public health service, nursing in the schools, and veterans' hospitals. Perhaps the question is really how government medicine can be integrated with private medicine to the greatest advantage of the public. If enlightened discussion and research shows the need of more government medicine it would seem that the process should be gradual and integrated into the present system rather than overturning everything and trying to force the doctors to deliver their services under a type of practice which is foreign to them.

It is not necessary to be a wholehearted partisan of the doctors' cause to point out that the brave new world of the social planners is not guaranteed to turn out as well in practice as it looks in the blueprints or sounds in the speeches of the social planners. The latter will do with plenty of watching, for they are as all-out for their schemes as the doctors are against them-and doing a very shrewd and realistic job when it comes to strategy.

# PERSONAL SIDE OF THE BUSINESS

Richard C. Williams, who recently was appointed general adjuster of Han-over, was guest of honor at a cocktail party and party and buffet supper given by a group of his friends to mark the occa-On behalf of the group Philip M. Winchester, general manager east-ern department Fire Companies' Adern department Fire Companies' Ad-justment Bureau, presented to Mr. Williams an onyx desk set with two fountain pens.

Besides Mr. Winchester the committee in charge included E, C. Niver, executive vice-president New York Board, and George Vail, Jr., assistant secretary Corroon & Renolds.

Before he left North British, fellow-nembers of the loss department gave fr. Williams a farewell party at which G. L. Scott, secretary and general adjuster, presented him a set of Bobby Jones matched clubs.

The W. F. & John Barnes Co. of Rockford, Ill., the other day was pre-sented the distinguished service safety award of the National Safety Council. This company has achieved excellent re-This company has achieved excellent reduction in accidents. In 1943 an aggregate of 408 days was lost due to accidents, whereas in 1944 the figure was only 87 days. W. A. Bushnell, who has been safety director of the W. F. & John Barnes Co, for the past two years, was for a number of years em-ployed at the home office of Millers National as an examiner. He left to join the ordnance department as a plant protection inspector and was placed in charge of the Rockford office. He is of A. I. Bushnell, retired treasurer of Millers National.

A memorial to Walter H. Bryant. who, until his recent death was special agent for American in central New York, is being planned by his insurance friends. It is proposed to have a memorial placed in Grace Episcopal Church, Syracuse, where Mr. and Mrs. Bryant were married, from which has was buried and where his daughter, Mrs. Hollis Liddiard, is on the parish W. Dexter Wilson is chairman of the committee.

Mr. Bryant was a member of the New York State Fire Insurance Rating Organization before becoming a special agent for American more than 20 years ago. He served as president of the Syracuse Field Club in 1931.

Frank D. Payne, Illinois special agent for National Fire, is confined to his home at Springfield due to complications following a fall. He is seriously ill. He had been back in the field after a prolonged siege of illness.

William D. Lynn, Wabash, Ind., agent, was stricken with a heart attack last week. He is making good progress, but expects to be confined for time. Mr. Lynn is the compiler of the 'Insurance Policy Sales and Survey Andreer" published in 1940 by THE alyzer," published in 1940 by NATIONAL UNDERWRITER.

I. B. Fuller, who retired several years ago as Illinois special agent of the American group after many years' service and has been residing near Las Cruces, N. M., recently while visiting in Rockford, Ill., suffered a stroke. is now confined at the home of his daughter and son-in-law, Mr. and Mrs

#### UNDERWRITER NATIONAL

Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO 4, ILL. Telephone Wabash 2704. BUSINESS DEPT.: Howard J. Burridge, President. Louis H. Martin, Vice-President and Secretary. John Z. Herschede, Treasurer. EDITORIAL DEPT.: C. M. Cartwright. Editor. Levering Cartwright, Managing Editor. News Editors: F. A. Post, C. D. Spencer. Associate Editors: D. R. Schilling, J. C. O'Connor, Kenneth Force.

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### DEATHS

Clinton W. Schley, 58, a partner in the Henderson & Schley agency, Memphis, for 25 years, died there. He was president of Memphis Insurance Exchange in 1938 and was considered an authority on casualty insurance.

Samuel C. Ritchie of the metropolitan department of Glens Falls in New York City died there. He had spent his entire business life in the New York City insurance field. He was with Home 20 years, was assistant secretary of Importers and Exporters Insurance Company in charge of local underwriting, and was metropolitan manager of Globa & Ruts. metropolitan manager of Globe & Rut-gers Fire.

Pomeroy Lee, who retired last year after more than 50 years with Hartford Fire, died. He was special agent of Hartford in New York for many

John P. Reed, local agent of Mound, Minn., was killed when his automobile ran into a steep embankment.

A. A. Ayden, 64, chief accountant in the Pacific department of American, died from a heart attack at his home in San Francisco. He had been with the company more than 40 years.

Arthur W. MacNeil, prominent local agent of Whittier, Cal., died from a heart attack.

heart attack.

William A. Legg, who operated the Roberts-Legg agency, Columbus, O., died at his home there.

Pvt. William W. Munson, son of John B. Munson, vice-president of Bankers Indemnity in charge of the Chicago office, has been killed in action in Germany. He had been overseas a month.

many. He had been overseas a month.

Flight Officer Theodore P. Tuller, formerly with the Detroit office of Western Adjustment, was killed in an air crash in Texas. He was attached to Major's Field, Greenville, Tex.

Richard E. Cleary, son of D. E. Cleary, president of the D. Sherman Ellison Agency of South Bend, was killed in action Feb. 23, his father has been notified. He was only 21 but had been in the army about two years and was a staff sergeant with the 29th infantry division of the ninth army. He was wounded Aug. 12 in the battle of St. Lo and was in hospital until rejoining his company Dec. 1.

Emil Johnson, 63, special deputy com-

Emil Johnson, 63, special deputy commissioner and district liquidator in the liquidation department of the California insurance department, died at his home in Los Angeles from a heart attack fol-lowing an illness that extended from be-fore the holidays. He joined the depart-ment in 1938 in a special capacity and later became a regular employe. He was

later became a regular employe. He was one of the most experienced and best informed on the staff.

Previous to going with the department he was associated with several casualty companies in an official capacity.

S/Sgt. Grady Moon, before the war manager at Houston, Tex., for the Blackwell Adjustment Co. of Dallas, was killed in action Feb. 4. He was attached to the second armored division, serving in Belgium.

### IN U. S. WAR SERVICE

Felix W. Derryberry, formerly with U. S. F. & G. in Memphis, has been advanced to lieutenant at the Atlantic Fleet's Amphibious Training Base, Camp Bradford, Va.

Laurence W. Zonsius, Jr., son of the senior partner of the Conkling, Price & Webb agency of Chicago, who was in the forefront of the American advance into Germany when General Von Runstedt's swift counterattack through the Ardennes forest created the Belgian bulge, was reported missing in action but a letter has just been received from

Clyde Weingartner of Rockford and is showing satisfactory improvement.

Showing satisfactory improvement.

German prison camp uninjured and in good health.

Mass. Producers Object to Proposed Legislation

S/Sgt. Edwin F. Lawrence, son of C. T. Lawrence, manager of Underwriters Adjusting at Peoria, Ill., was wounded in action Feb. 27 in Germany, where he was fighting with the Third Army inforter.

North America has 559 employes in service, of whom 31 are women and 142 commissioned officers. Four were killed in action last year, increasing to eight the gold stars in its service flag.

### Form Pact on Bailee and 10% Off **Premises Cover**

NEW YORK—Customers who have no insurance covering their property while it is in the hands of laundries, dry cleaners, and other bailees are given an important and substantial break under an informal agreement under which most

important and substantial break under an informal agreement under which most of the major insurance groups are now operating with respect to losses covered by bailees' customers insurance and the 10% off-premises fire coverage in household fire policies. The plan also results in prompt payment of losses for all claimants, since it takes care of the question of who pays and how much. The arrangement provides that the bailee's policy carried for protection of his customers first goes to pay in full the claims of his customers who have no insurance of their own. It would also pay the losses of customers to the extent not covered by their own insurance. The remainder, if any, would then be prorated with the insurers having the 10% off-premises coverage. The basis of proration is the "limit of liability" rule. That is, the share of each insurer under each claim would be apportioned according to the maximum amount it would be liable for if there were no other insurance.

would be liable for if there were no other insurance.

For example, assume a fire occurs in a bailee's plant which results in 20 claims, 10 of which are fully covered by the 10% off-pemises feature and 10 of which have no coverage. Each claim is for \$100. The bailee's policy is for \$1,500. The first \$1,000 is used to pay the 10 uninsured customers. The remaining \$500 is prorated with the companies on the household fire policies. The most that the latter would have to pay, assuming no other insurance, would be \$100 on each claim. Hence the bailee's insurer would pay one-third and the fire companies having the 10% coverage

insurer would pay one-third and the hre companies having the 10% coverage would pay two-thirds of each claim covered by the 10% feature.

The agreement also speeds up the payment of claims where the personal effects policy overlaps with the bailee policy, but the basis of proration is not the same, as excess clauses come into play.

#### Chicago Board 1945 Program

Chicago Board 1945 Program

The Chicago Board announces its public relations program for 1945. Advertising will be placed in every paper covering Cook county. Six different advertisements will be used for a total of 28 insertions in newspapers plus two in "Commerce Magazine." The Chicago Board announcement will continue to be used following the National Board's program over the Blue Network and cards will continue to be used on elevated cars and suburban trains and some buses. Mail material will be furnished from time to time.

#### Charging Same Auto Rates

Most of the non-conference stock automobile insurers in the midwest, including American Automobile, have followed the National Automobile Underwriters Association increase in comprehensive and collision rates and are charging the same. Freeport Motor Casualty and General Casualty of Wisconsin still maintain a 10% differential. consin still maintain a 10% differential.

BOSTON—Producers and company groups held a joint conference with Commissioner Harrington on pending state legislation as related to the imme-diate federal requirements and this state-

diate federal requirements and this statement was issued:

"The pending legislation in the opinion of the producer groups represented does not make adequate provision for the producer groups and the insuring public they represent. In the opinion of the producers represented, the moratorium provided by Congress should be taken advantage of and additional time should be afforded for the study of the problems confronting the producers and the insurance public for the incorporation of the results of such study into legislation."

The organizations represented were

legislation."

The organizations represented were Massachusetts Association of Insurance Agents, Insurance Brokers Association of Massachusetts, Boston Association of Casualty Insurance General Agents, Mutual Insurance Agents Association of New England and Boston Board of Fire Underwitters

George D. Markham of St. Louis, a senior partner in the W. H. Markham & Co. agency, continues in poor health.

#### Set Apr. 23 for Arguments in Okahoma Tax Case

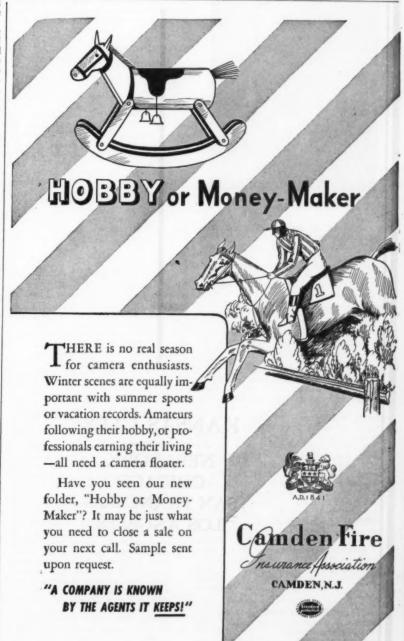
WASHINGTON—The Lincoln National Life case challenging the Oklahoma 4% premium tax on foreign insurers, is tentatively scheduled to be reached for argument before the U. S. Supreme Court during the week of April 23. This may be the last week, or all but the last week, that the Court will hear arguments during its current. will hear arguments during its current

#### Vote Ia. Commissioner Increase

DES MOINES — The Iowa senate has voted to increase the salary of the state insurance commissioner from \$5,000 to \$6,000 a year.

He goes to his office about an hour a day but does not attempt to do any strenuous work. Mr. Markham is the sole survivor of those who organized the National Association of Insurance Agents and was one of its early presi-

The name of McDaniel, Maeser & Co., well known New York City agency has been changed to McDaniel & Co. Mr. Maeser died in 1935.



CREATED thirty years ago to meet a special unfilled need, Employers remains fundamentally a service institution. The answers to special problems which underwriters may face are often in our files, awaiting use; only an inquiry is required to bring them to light.

# EMPLOYERS REINSURANCE CORPORATION

J. B. ROBERTSON—PRESIDENT

KANSAS CITY

NEW YORK
CHICAGO
SAN FRANCISCO
LOS ANGELES

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Mr. Sibered the act is in authorized tional per of draftibalance bill prepualty & tional A Companistate and principle tory for of insurthose pakinds of

# Staggering Amount of Work to Be Done Before 1948

#### Sawyer Tells Buyers of Problems Linked to Commerce Case

NEW YORK-Discussing the recently enacted federal insurance measure's moot phrase, "to the extent that such business is not regulated by state law," E. W. Sawyer, attorney of the National Bureau of Casualty & Surety Underwriters, said it was his personal view that "the Supreme Court might well say that in an act so obviously designed to help states regulate, the word 'regulated' means merely the expression by a state of its own public policy, and that if it is the expressed public policy of a state that certain phases of insurance be regulated strictly, others be regulated loosely, and still others be not regulated at all, that state has regulated the business of insurance." ulated the business of insurance.'

Mr. Sawyer gave this view at the luncheon meeting in connection with the all-day insurance conference of the American Management Association. He American Management Association. He gave a lucid yet comprehensive discussion of the entire problem of insurance as commerce. The question far outweighed all others in the minds of insurance buyers, it was shown by answers to a questionnaire sent out in advance of the meeting to determine what subjects the members wanted to hear about hear about.

#### Cites Disagreement

The insurance measure's provision that after Jan. 1, 1948 the Sherman, that after Jan. 1, 1948 the Sherman, Clayton and federal trade commission acts will apply to insurance "to the ex-tent that such business is not regulated by state law" is causing some disagreement as to its interpretation, said Mr. Sawyer. The Senate debate indicated difference in views. The President's statement on signing the bill, which can be assumed to state the government view, and public statements of others who have been most active in connec-tion with this legislation, interpret the language as meaning that "regulated" means affirmative approval by a state.

"If that interpretation is accepted, and it must be accepted until the Supreme

Court has construed it otherwise, there are three situations in which there would be no state regulation," he said. "First, when a state has taken no action. constitutional authority and has, therefore enacted an invalid law. And third, when state regulation is purely permissive and, therefore, not regulation in fact."

#### Educational Program

Mr. Sawyer said it must be remembered that, strong as the congressional act is in helping the states, it cannot act is in helping the states, it cannot authorize them to exceed their constitutional powers. Hence the importance of drafting state laws with a proper balance of power in mind. The rating bill prepared by the Association of Casualty & Surety Executives and the National Association of Mutual Casualty Companies is a careful balancing of state and federal power in line with the principles which he said were satisfactory for state regulation of all branches of insurance, though details to make of insurance, though details to make those principles applicable to other kinds of insurance differ. If the bill is

CONTINUED ON PAGE 37)

### St. Clair Retires After 45 Years

#### Was Vice-president of North American Accident-Wisely New Vice-president

Edward St. Clair has retired as vice-president of North American Accident

after: 45 years with that company. He will still retain an interest in its affairs in an advisory capacity. St. Clair worked with A. Forrest, founder of North American, on legal matters involved in stabilizing the accident a n d health business



early in the century. He is regarded as one of the best informed men in the business on the legal end of accident and health insurance and has been a constructive factor in inter-company councils as well as in his own organi-

#### Sought to Prevent Litigation

Mr. St. Clair was born in 1869 in Cincinnati and was educated there. He had done some legal work for the North American while a member of a law firm in Chicago before joining the company on a full-time basis. Probably Mr. St. Clair's greatest achievements were along the line of preventing litigation. He made a careful study of every claim that seemed to present pos-sibilities of trouble and endeavored to adjust any differences before they got into court. He also had an active part in developing and broadening policy

coverages.

J. L. Fox of Brown, Fox & Blumberg, general counsel of the company, will handle some of the legal work, especially that relating to tax matters, on a part-time basis.

#### R. D. Wisely Advanced

R. D. Wisely has been elected vice-president of North American Accident. He joined the company four years ago after eight years with the Illinois inafter eight years with the Illinois insurance department as an examiner,
which gave him a wide acquaintance
with state officials and executives of
disability companies. He has inaugurated many improvements in its accounting department, in which, it might
be noted. President George Manzelmann
also got his start. Mr. Wisely prepared himself for his insurance career
by intensive studies at Northwestern
University in accounting and finance.

#### Auto Rate Hearing in Texas

At the hearing at Austin by the Texas board of insurance commissioners Vestal Lemmon, director of the automobile section, presented the results of statistics collected on bodily injury, property damage and liability and physical damage as related to rate indications.

Attorneys representing some bus lines pleaded for a delay asserting that they had not had sufficient notice, but Cas-Commissioner Gibbs assured them that the filing of any briefs would be allowed not later than March 29. One speaker argued that rates applicable to buses and trucks operating in the larger cities are inequitable when applied to those operating in rural areas.

Increases for collision and property damage rates are believed to be in prospect for buses, long and short haul trucks, with emphasis on the long haul.

### Await Word on Army Air Cover

WASHINGTON—Preparatory to acceptance, the leading proposal for army transport command plane passenger coverage is reported under modification. Its acceptance by the War Department and also by the Navy Department for naval air transport service passenger was expected to be announced soon.

#### Multiple Approval Required

The new air insurance program will become effective within a few days thereafter, it is understood, at hundreds of air transport bases throughout the world. Action on the proposal was reported necessary by six branches of the War Department and four branches of the Navy Department.

#### **Texas Employers Group** Is Organized

DALLAS-The central committee of employers associations and individuals relating to workmen's compensation insurance has been abolished and succeeded by a permanent nonprofit organization known as Employers of Texas. The former organization was founded

The former organization was founded by A. J. Branscom, of Anderson, Clayton & Co., Houston, to agitate for lower compensation rates.

Officers of the new association are W. C. Trout, president Lufkin Foundry & Machinery Co., president; A. H. Bailey, Higginbotham-Bailey-Logan Co., Dallas, W. L. Steele, Brazos Valley Cotton Mills, Waco, and A. P. Brashear, American Desk Manufacturing Co., Temple, vice-presidents; A. E. Cudlipp, Lufkin Foundry & Machinery Co., secretary-treasurer, and C. B. Callaway, Dallas, general counsel. All except Brashear and Cudlipp served on the executive committee of the old Central Committee.

The association plans to study compensation, and especially rates, to represent employers' interests before the department, and to interest itself in expenditures of political subdivisions of Texas.

#### Many Circus Claims Closed

HARTFORD-The three-man arbitration board has virtually concluded its hearings and awards in the death cases resulting from the circus fire, and will turn soon to delive for injuries. resulting from the circus fire, and will turn soon to claims for injuries. So far, the board has made awards of \$1,-136,475 in 131 cases, and only five more cases are scheduled for arbitration. There were 168 deaths in the fire but not all cases are scheduled to be heard by the board.

#### Drops Bag of \$5 Bills, Police Get Curious

The newspapers the other day carried a story about Harry Hans carried a story about Harry Hansbrough, 48, a negro, who dropped a bowling bag full of \$5 bills as he alighted from a train in Chicago. Police immediately became curious and questioned him. Hansbrough formerly was a porter for the Chippewa Trust Company of St. Louis, from which \$10,000 recently disappeared. The Chippewa Trust carried a bankers' blanket bond in a U. S. company. The bowling bag contained \$7,235, and the difference between this and \$10,000 is now being negotiated \$10,000 is now being negotiated between the insurer and the trust

Company.

Hansbrough said the money represented life savings. It is an intriguing question as to how a porter might get hold of \$10,000 in \$5 bills.

# **Tuchbreiter Now Chief Executive** of Two Companies

#### Named Continental Assurance President: Clark First Vice-president

Roy Tuchbreiter, president of Continental Casualty, becomes chief executive officer of Continental Casualty and Continental Assurance through action taken by the directors of the two companies Wednesday. The office of chairman of the casualty company, which had been held by the late H. A. Behrens, was



J. M. SMITH

abolished. The board of the life company elected Mr. Tuchbreiter president to succeed Mr. Behrens.

Rollin M. Clark, first vice-president and secretary of Continental Casualty, was elected first vice-president of Continental Assurance to succeed Mr. Tuchbreiter in that office. J. M. Smith, vice-president in executive charge of Continental Casualty's accident and health departments, was elected to the newly created office of second vice-president of that company. Howard C. Reeder is second vice-president of Continental Assurance. surance.
The directors of the two companies

adopted a memorial resolution on the death of Mr. Behrens, saying "he has been taken suddenly at the very summit of his career.

"The Continental institution stands

"The Continental institution stands and will continue to stand as his monument and memorial. He could have no better. His dynamic personality, keen mind and business judgment, and, above all, his high ideals and lofty conceptions of business ethics have been the great force in the building of that monument. "He successfully accomplished, as so few do the last and greatest task of an

"He successfully accomplished, as so few do, the last and greatest task of an executive—the building of a well-balanced and efficient official staff, capable of fulfilling the trust which he has passed to it and dedicated to the persecutive of his ideals and principles." petuation of his ideals and principles

Heretofore there have been 17 directors of Continental Assurance. The number was reduced to 16, no one being chosen in Mr. Behrens' place.

Edward J. Brereton of West Hartford, Conn., who last week completed his 40th year as superintendent of the supply department of Travelers, died suddenly Monday at his office. Born in Dublin, Ireland, he came to this country in 1897, and joined Travelers in 1905.

# Behrens' Death Removes Vibrant Insurance Force

By C. M. CARTWRIGHT

A vital, vibrant, moving voice in the insurance industry was stilled last week when Herman A. Behrens, head of the Continental Casualty and Continental Assurance organizations, died suddenly at his place on Belvidere Island in San Francisco Bay. He maintained a home there and spent some of his vacations on the island. He went there some weeks ago with Mrs. Behrens. They were resage with Mrs. Befrens. They were re-turning home in their automobile from San Francisco, Mr. Behrens being at the wheel. He asked his wife if she would take his place as he felt faint. They reached home and Mr. Behrens expired soon afterwards.

#### Man of the Far West

Mr. Behrens essentially was a man of the far west. It was in that section that he was born, raised and schooled. He had an innate affection for the Pacific Coast. He inherited some of its notable Coast. He inherited some of its notable characteristics, enthusiasm, friendliness, optimism. During his entire career Mr. Behrens espoused what might be termed western philosophy. That is, he pinned his faith to the middle class people of rugged ancestry who went along their courses in an orderly way, fulfilling their duties of citizenship and neighborliness. Regardless of whether some did not come up to the high standards that society set, Mr. Behrens always took the position that people of this type form the backbone of the United States and so long as they maintain those characteristics and orderes to do their duty the istics and endeavor to do their duty the

#### Man of Sentiment

Furthermore he was a man of genuine sentiment. The hardest job that Mr. Behrens ever had to do was to discharge an employe. He would postpone it as far as possible and often would get somebody else to perform the task. This kindly sentiment manifested itself in his sports. At one time he bought a full fledged hunting outfit and went down to Corpus Christi, Tex., on a hunting expedition. He fired one shot at a duck,

pedition. He fired one shot at a duck, missed it and refused to fire any more. He did not have the heart to kill and hence he gave up his hunting.

Mr. Behrens never overlooked the romance in business. There was always something most alluring and inviting in business to him. There was a drama and glamour to it that was captivating to him.

He was not a man of detail. In all his business career he kept away from that end of the organization. There was nothing romantic to him about detail and hence he was not beguiled by it.

Mr. Behrens was not a push button executive. If he could conserve time by bringing someone into his office he did so. Often, however, he would be found in the outer office sitting at the desk of a key man or clerk, talking to him about his work and getting such information as he desired.

#### **ACTUARIAL TRAINING**

Mr. Behrens graduated from the University of California and took the actuarial course. That line of study influenced his entire life. He was very much interested in anything that could be treated actuarially, and scientifically. That made life insurance, for example, a very gripping subject for him. It was based on science and its processes are scientific. He was never satisfied until Continental Casualty had a life insurance running mate. He became its presi-

dent and gave much of his time to it in

its early stages.

When Mr. Behrens left college he became connected with Conservative Life came connected with Conservative Lite of California. Its president was Wilbur S. Tupper, an adventurer on the high seas. Mr. Tupper made it a point to make a trip east every year. He had employed Mr. Behrens and placed him in the actuarial department. He was impressed by Mr. Pelverer's telepts and impressed to the connected of ployed Mr. Behrens and placed him in the actuarial department. He was impressed by Mr. Behrens' talents and ambition. Therefore Mr. Tupper took his black haired young actuary with him on these trips. Mr. Tupper used these trips to magnify his importance with his organization. He would write ahead to the presidents of important life companies telling them that he desired to pay a call on his trip. When he returned to his office he would send out bulletins telling about his conferences with these important presidents. However, Mr. Behrens tant presidents. However, Mr. Behrens got a good insight into some of the Conservative Life was not sufficiently sound from a financial ballast standpoint and it was taken over by Pacific Mutual

#### Goes With Pacific Mutual

Seemingly Pacific Mutual had no place in its actuarial department for Mr. Behrens but it was engaged in the accident and health business and desired to have a branch at Chicago to use as the basis for organizing a monthly payment accident and health department. Mr. Behrens was sent to Chicago to do the trick

(CONTINUED ON PAGE 38)

# country will be safe. It might be said that this philosophy was a guiding principle in Mr. Behrens' life and undoubtedly fostered that humility that was one of his outstanding D. C. Gibson Joins Advertising Agency

David C. Gibson, vice-president and director of advertising of Maryland Casualty, has resigned, effective May 1. He has been advertising director since 1934, and was elected vice-president in 1938. He will become associated in an execu-

tive capacity with J. M. Mathes, Inc., New York advertising agency, which has



handled Maryland's magazine advertising since the program, developed by Mr. Gibson, was started in 1934.

Mr. Gibson for 10 years was with the Baltimore "Sun," for three years being city editor. Subsequently he spent 10 years in the advertising agency business in Baltimore, before joining Maryland

He is a former president of Insurance Advertising Conference. He is an alumnus of the University of Maryland, and a member of the Maryland bar. During the former war he served in France as a captain of infantry.

# Aid for Disabled Veterans Pledged by Dorsett

NEW YORK-Thousands of vetrans, including a large percentage of the disabled, will be employed by the insurance industry, J. Dewey Dorsett, general manager Association of Casgeneral manager Association of Cas-ualty & Surety Executives, told a meet-ing of the American Management As-

ing of the American Management Association here.

"The physically handicapped may not be whole in body; we must make sure that they are whole in spirit," Mr. Dorsett declared. "We can only do so by assuring them places on an equal footing as self-respecting and self-reliant members of our society."

Emphatically refuting reports that companies writing compensation discourage employment of handicapped workers, Mr. Dorsett pointed out that his organization has gone on record

organization has gone on record h a "declaration of attitude" which with a "declaration of attitude" which specifies that the contrary is true. "I want flatly to contradict any notion held by anyone that workmen's compensation insurance rates are higher because of employment of handicapped workers," he declared. "Nor is such employment prohibited in any way by the terms of workmen's compensation insurance policies."

#### Setting An Example

The insurance industry is setting an example of leadership for other businesses and industries by employing and reemploying as many discharged servicemen as possible, Mr. Dorsett said. The association has gone a step further in encouraging employment of disabled veterans with an even more resisting approach.

positive approach.
Experts of the association-supported center for safety education at New York University visited more than 20 large industrial plants in various sections to determine the productivity and safety records of handicapped work-ers. The conclusions were heartening. "Properly placed handicapped workers "Properly placed handicapped workers are often actually more productive than so-called normal workers. They are as conscientious as able-bodied workers—absent less often from work and revealing a better turnover record. Their morale, on the whole, is high," Mr. Dorsett reported. Results of the survey and recommended procedures to employers for hiring and properly placing ers for hiring and properly placing handicapped workers will be published in a comprehensive guidebook.

#### Provide for Handicapped Driver

The insurance viewpoint must also take into consideration the handicapped driver, Mr. Dorsett pointed out. "The man who has gone to war and lost a limb or an eye will probably not permit this disability to interfere with his pre-war motoring habits. Where evidence is available that the handicapped person can operate his automobile safely, the association's member companies and, I believe, insurance companies generally intend to see that he gets the protection of liability insurance. And he will get that insurance from the companies on the same basis as provided for the public generally." The insurance viewpoint must also

#### Patient Fell Out of Bed; Sues Hospital

ST. PAUL-Here is a new rea-ST. PAUL—Here is a new reason for hospitals to carry liability insurance. Mrs. Ollie Lingofelt is suing St. Joseph's hospital, St. Paul, for \$4,000 because she fell out of a hospital bed while under the influence of an opiate. She broke a knee cap. She alleges the hospital failed to provide safeguards against such an accident. Her husband is also suing for \$500 in a companion suit.

# **Urges Dropping Rate** Law Movement This Year

#### Otto Patterson Pleads for Study Period of 2-3 Years

Otto Patterson, executive vice-president of American Automobile, has made public a message that he has sent to foreign independent stock casualty companies operating in Illinois in which he



strongly advocates that casualty rate enactments to conform to the federal pattern be post-poned until 1946 or 1947. Mr. Patterson, a representa-tive of foreign independent stock companies doing business in Illinois, is a member of the committee that was appointed at the instance of Acting Insurance Director Parkinson to make recommen-

dations as to casualty rate regulation in Illinois.

Mr. Patterson sampled the opinion of other foreign independent stock casualty companies and finds that the range of opinion is so wide and at some points so difficult to harmonize that no one designated as representative of this type of company could vote in such a way as accurately and adequately to give voice to the composite viewpoint. He expressed the belief that the same value of the composite viewpoint or the composite viewpoint of the composite viewpoint. riety of opinion exists among other classes of companies except the organized mutuals. The latter, he said, have reached a unanimity of opinion and solidarity of position that are not matched by any other group of companies. This, he states, is understandable "for it is generally conceded that rate regulatory legislation is relatively more favorable to mutual insurance companies generally the state it is to the check companies." ally than it is to the stock companies."

Among the organized stock companies,

he said, there is a stronger sentiment for early enactment of the industry bill than exists among independent companies but every shade of opinion is to be found in both organized and independent groups.

#### Can't Make Binding Pact

Hence any statement made by the Illinois committee can have no binding ef-fect and will be in the nature of recom-

The casualty business, he said, might be substantially harmed rather than aided by enactment of legislation during the current sessions. Most of the independent stock companies, he declared, seem to be opposed to the enactment of rate regulatory legislation now. Such laws would require major readjustments for many of them.

To pass regulatory laws now and impose them upon insurance departments that are either ill equipped or wholly unthat are either ill equipped or wholly un-prepared to administer them possibly would be a boomerang. A virtual break-down of state supervision might re-sult. What Mr. Patterson suggests is to start now to organize a committee is to start now to organize a committee in which every size and class of insurer, stock and mutual, fire, casualty and others in every geographical section shall have effective representation. Then by January, 1948, a program should be worked out that would command the substantial support of the industry. The next two years should be devoted to an

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### Casualty Net Premiums and Paid Losses in 1944 in MISSOURI

	Prems.	tal Losses	Auto. Prems.	Losses	Prems.	Liab. Losses	Work, Prems.	Losses	Fidelity Prems.	Surety Losses	Plate Prems.	Glass Losses	Burgiary Prems.	-Theft Louses	Prop. D Prems.	Losses
Acci. & Cas	\$ 26,014	\$ 15,812	10,874	6,009	\$ 1,832	3,522	\$ 6,847	\$ 3,214	3 245	\$	\$ 779	331	1,541	\$ 34	\$ 3,275	2,69
Aetna Cas	889,149 941,851	245,185 621,545	171,358	24,888	174,169	27,762	275,573	149,435	118,576	9,683	13,096	5,200	64,025	6,197	57,831	19,05
Alliance Mut. Cas	4,225	4,430	76	400			9 500	312					*****	*****	96	78
Allied Mutual, Mo	124,759 100,693	36,516 37,975	9,077 80,261	29,656	1,028		2,589	4,258	47,851		23,834	17,032	22,870	5,147	12,418	8,15 8,31
Amer. Auto	1,118,579 60,770	308,806 14,973	635,550	149,858 7,078	105,590	5,546	154,691	55,646	1,823		3,020	-179	21,084	2,606	195,253	94,73
Amer. Employers	171,360	68,536	31,236	10,196	9,159 37,750	1,282 $15,340$	12,173 77,843	4,568 33,785	1,768 3,067	1,188	1,267 3,111	632	5,075 5,991	103 676	5,478 11,076	1,09 6,32
Amer. Fid. & Cas Amer. Guar. & Liab.	86,682 25,984	65,748 2,264	69,822	52,623			4.079								16,860	13,12
Amer, Indem	124,306	69,237	70,897	42,157	13,978	5,052	4,073		1,264 35	570	4,237	4,254	9,803	3,476	24,366	14,27
Amer. Mut. Liab	36,753 789,300	67,803 542,914	8,679 37,289	7,456 24,114	66,023	73 15,632	11,952 616,209	49,961 489,456	2,535 30,733	286 —108	32 279	177	10,651	115	12,987 16,938	9,81 8,91
Amer. States	353	1,037	137	1,037	16								130		5.5	*****
Amer. Surety	88,116 244,315	43,708 28,755	2,294 27,188	3,417	3,714	5,899	11,248 33,104	-265 16,000	63,014 127,358	42,543 -1,535	2,792	570	4,037 11,118	1,403	9,389	3,36
Anchor Casualty Arex Indem	15,380 45,419	4,588 19,699	7,692 4,591	2,371 29	1,664 5,159	19,402	1,363 33,656	24			1,304	385	524 108	55	70 1,767	1,52
Assoc. Indem	21,731	15,386	616		965	123	19,525	14,396	104		318	220	75	6	309	57
Bankers Indem Bituminous Cas	172,086 516,448	70,050 242,102	19,103 24,216	3,122 2,644	52,328 54,025	13,082 14,447	78,992 414,828	45,823 213,835			972	396	11,122	1,191	6,097 23,126	3,43 11,14
Car & General Casualty Ind. Exch	93,162 29,183	28,107 1,205	54,662	14,405	6,199 29,183	240	10,970	5,722	145		1,204	341	2,970	60	17,013	7,25
Cas. Recip. Exch	347,784	194,621	129,071	73,863	23,217	1,205 1,741	140,371	72,457			242	67	*****	*****	49,874	44.03
Central Mut. Cas Central Surety	154,492 792,153	64,928 319,285	69,255 192,998	22,093 81,412	109,463	35,746	199 260	190 490	75 000		11,085	4,230			44,978	29,63
Century Indem	65,783	15,918	24,973	3,040	12,747	2,582	182,369	139,429	75,632 3,116	1,493	974	7,757 532	2,476	4,141	182,476 8,980	3,29
Columbia Cas Commercial Cas	119,898 73,100	38,912 21,468	8,811 17,316	7,310 2,630	28,979 12,115	8,638 1,779	35,421 1,140	16,596	12,230 2,623	562 151	810 1,905	431 1,104	2,684 4,660	680 192	5,130 2,165	391 433
Com. Bnk. Mu. Cas.	74,969	63,056	25,545	31,452									******		31,216	26,92
Commercial Stand Conn. Indem	181,611 17,290	98,694 1,706	101,489 8,082	55,896 793	7,548 2,084	786	30,231	19,875			2,815 741	1,084	3,340	918	35,687 2,770	20,101
	1,069,509 2,872,370	510,544	115,417	45,322	84,118	15,410	767,277	405,324							70,604	32,498
Eagle Indem	53,611	1,579,401	1,550,355 2,116	1,028,731 832	62,031 16,278	17,792 3,005	148,816 22,510	99,381 6,961	27.101 4,012	3,149 147	4,087 1,496	1,177 313	27,248 3,840	2,360	414,811 —810	1,548
Employ. Liab	329,739	176,081	23,186	4,536	58,417	7,583	210,008	145,812	2,285	-368	2,924	1,489	9,678	2,558	9,201	4,313
Employ. M. Cas., Ia. Employ. Cas., Tex	132,170 $221,115$	43,245 109,051	22,248 86,933	2,562 33,419	18,593 43,997	1,324 9,638	73,659 48,603	32,618 36,374			1,450 8,648	835 2,311	1,232 2,558	46	10,815 28,615	5,62 26,97
Employ Mut. Liab	948,754	473,933	102,030	30,042	104,318	13,140	666,232	389,147	486		1,699	569	. 2,130	-300	71,859	41,336
Employ. Reins Equity Mut	473,456 299,604	144,390 145,378	223,831 104,267	91,943 46,627	67,864 17,870	18,000 7,077	39,200 106,353	12,078 47,826	75,419 2,008	6,994	211 852	106	18,201	285 19	6,207 66,964	43,683
Excess	9,378 4,317	4,913 195	1,108 2,646	5,000	95		3,245		3,834	86			183	*****	350	196
Farmers Auto, Cal	356,606	188,637	131,771	60,779	416	127							100	*****	1,393 147,218	97,981
Farm Mut. A., Wis Fidelity & Cas	158,983 825,990	68,989 194,862	61,805 143,137	20,433 45,701	16 176,958	19,860	964 000	99 599	79 575	4 202	16.500	E 511	7,240	2,715	67,684	37,632
Fidelity & Dep	384,253	45,108			605		264,008	88,588	73,575 342,701	4,362 37,273	16,599 2,899	5,511 208	42,186 38,048	4,208 7,627	52,822	17,635
Fireman Fd. Indem. General Accident	98,428 298,884	19,406 70,168	14,185 49,991	1,401 8,505	21,351 109,338	2,058 20,203	35,803 70,031	11,875 20,977	11,810	206	760 10,104	225 3,113	5,995 15,530	318 2,527	5,520 18,457	2,260 4,625
General Cas., Seattle	143,592	41,924	49,323	20,899	44,679	5,022	8,424	625	10,057	94	7,275	1,041	544	3,166	14,790	11,077
Genl. Ind. Exch General Reins	75,022 165,337	16,551 23,787	24,458 31,995	2,359 87	14,739 11,005	6,202 4,360	11,218 9,279	3,054 4,312	34,137	7,657	344		15,114	1,814	15,535 2,835	3,995
Glens Falls IndemGlobe Indem	41,566 201,027	6,287 88,002	8,089	365	7,449	2,738	13,035	2,886	2,746	2,331	1,019	153	2,357	104	2,822	856
Great Amer. Indem.	111,121	55,824	46,968 9,486	21,882 4,105	36,731 25,939	5,983 4,924	65,815 44,497	38,706 32,109	11,598	1,277 2,331	2,372 1,800	1,633	15,361 5,804	342 935	12,996 5,547	16,133 2,386
Great Central Mut Hdwe. Ind. Ins	96,719 9,789	26,475 1,696	3,603			*****							96,719	26,475		
Hdwe. Mut. Cas	545,588	183,838	133,838	47,688	3,360 66,984	50 8,852	659 244,780	614 91,314			9,785	2,403	348 14,990	2,326	1,759 74,762	983
Hartford Acci Hawkeye Cas	1,403,335 43,722	1,050,219	248,493 21,772	219,587	264,903	423,686	577,387	295,911	103,478	47,779	15,365	4,185	64,768	10,620	79,052	40,108
Home Indem	105,929	19,456	34,379	9,130 1,735	4,448 28,050	7,003	509 741	65	825 11,767	730	319 4,528	1,993	1,157 13,912	1,295	10,700 11,894	3,616 6,608
Indem, of N. Amer Insurors Indem	20,069	16,676 7,327	26,850 11,474	1,088 4,562	15,829 2,931	2,043	40,316 1,647	10,117	11,139	-105	2,722	214 50	3,648	7	9.510 3,709	1,804 2,535
Iowa Mut. Liab	77,491	22,712	25,209	3,380	7,770	17	17,074	6,548					97		18,186	8,983
Iowa State Auto Keystone Mut. Cas	1,140 223,650	18,121	458 154,041	6,750	549			127	60				52		455 67,030	11.244
Liberty Mut., Mass London Guar	1,934,363	1,166,942	111,880	48,517	13,616	71,196	1,673,912	1,002,821	30,338	4,419	992	533	36,546	5,216	65,404	34,173
London & Lanc. Ind.	173,058 29,271	58,050 13,082	14,095 4,590	1,720 305	21,104 3,912	1,454 550	63,090 9,330	42,902 11,167	12 3,980	164	6,857 331	3,686 113	2,667	15 80	5,646 1,645	2,465
Lumberm. Mut. Cas. Mfrs. & Merch. Ind.	403,150	148,026	100,441	31,992	47,258	13,395	190,673	89,662	5,915	667	2,246	439	7,232	402	24,097	9,630
Manufacturers Cas	38,914 130,844	5,671 65,547	14,429 34,068	250 27,376	19,634 26,379	4,790 1,073	36,629	20,681	2,746	97	5,116	2,681	13,507	5,233	12,221	631 8,407
Mfrs. & Whis. Ex	19,899	3,194	8,188	10	2,152					*****					5,691	2.651
Mass, Bonding	1,313,319 716,580	384,301 205,890	142,351 244,131	56,911 86,506	187,780 98,367	28,318 17,159	552,173 105,238	222,058 48,392	168,782 112,605	14,726 15,671	19,324 11,123	6,652 3,297	72,335 33,150	16,581 3,512	44,806 67,427	20,728
Medical Protect Merchants Ind	27,058 12,374	3,896	7,116	136	27,058 2,317	2,896	*****		312		2,300	27	261	*****	*****	*****
Metropolitan Cas	88,345	32,469	15,407	3,820	13,917	4,401	335	320	2,203	300	2,609	488	2,937	318	1,852	1,257
Mid-States, Ill Mich. Mut. Liab	1,143 $272,864$	248 126,562	96,270	36,250	26.741	3 417	118 634	69.679					422		382	18
Missouri Cas	41,022	9,894	23,338	6,667	26,741	3,417	118,634	69,679					422		24,703 13,161	16,903 2,898
Mo. Auto. Club Mut. Comm. Cas	956,958 51,091	291,109 31,725	422,055 16,878	102,106				380	1,929	156	570	115	14,453	4,680	206,709 9,213	152,808 14,502
Nat'l Auto, Cal	5,801	217	3,113		645		884	217					60		1,056	
National Cas., Mich. Natl. Mu. Cas., Okla.	124,643 67,831	60,867 28,303	5,904 20,403	15,903 10,136	5,739	859 1,331	11,115 20,510	5,688 9,194	2,035	609	160 3,207	157 290	2,301 4,585	477 504	1,962 9,776	3,191 6,698
National Surety	329,064 277,703	55,539 68,886	783 27,980	5,715	1,762 52,121	4,169	456 95,203	48,156	194,975 67,838	15,334 —2,871	4,568	1,545 803	125,824 16,070	38,660 2,171	747 10,498	*****
New Amsterdam				0.110												4,742



# The Western Casualty and Surety Company The Western Fire Insurance Company

1944 COMBINED PREMIUMS: Total \$5,736,098; Missouri and Kansas \$1,292,123

COMPLETE FACILITIES FOR WRITING FIRE, CASUALTY, AIRCRAFT, INLAND MARINE AND ACCIDENT AND HEALTH INSURANCE AND FIDELITY AND SURETY BONDS

EXECUTIVE OFFICES 916 Walnut Street Kansas City, Missouri

HOME OFFICE FORT SCOTT, KANSAS JAS. B. HILL INSURANCE AGENCY 601 Title Guaranty Building St. Louis, Missouri

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	т	otal	Auto	. Liab.	Othe	r Llab.	Work.	Comp.	Fidelity-	-Surety	Plate	Glass	Burglar	y-Theft	Prop. I	O. & Coll.
	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses
		8	\$		\$	8	\$	8	8	3	\$	\$	\$	\$	3	
New York Cas	53,381	19,068	6,474	139	6,480	2,838	22,960	14,470	10,312	10	2,151	889	1,360	. 50	1,739	692
Northwest Cas	45,556	22,041	17,961	13,558	10,338	821				*****	521	202	6,198	3,076	10,029	4,835
Norwich Union	5,006	124	2,807		424						156		671		921	124
Old Am, M. C., Mo	8,359								8,359							*****
Ocean Acci	460,113	142,534	32,299	4,365	85,849	21,225	168,556	87,839	42,081	2,228	3,755	1.835	25,513	3,246	11,803	4,539
Ohio Cas	65,365	8,237	23,513	3,381	12,383	1,481	1,007	230	6,077	44	3,538	901	794		7,726	2,228
Pacific Employers	5,552	548	317		482	526	4,233								518	17
Peerless Cas	34,356	-7,636	26,178		581		2,010		4,516	-7,635					1,070	*****
Penna. Cas	88,562	139,008	62,528	101,111	100		727								25,167	37,324
Phoenix Indem	31,509	7,650	5,535	177	6,163	1,152	13,137	3,738	*****		416	111	1,794	534	2,663	1,732
	161,165	37,854	62,045	16,066	38,407	2,025	18,999	5,948	4,835	939	4.164	. 873	9,476	3,146	19,598	8,821
Preferred Acci	18,052	9,762	11,630	7,136	1,167		*****	10000			115	185	1,596	128	3,504	2,313
Protective Ind	74,419	32,667	63,350	25,718					******		******				11.069	6,949
Public Mut. Cas		139,821	55,128	17,284	62,330	19,388	118,861	85,849	8,661	753	3,009	1,431	10,208	49	23,643	12,259
Royal Indem	294,765						177,211	96,152				2,102				
Bafety Mut. Cas	177,211	96,152	99.059	4,001	53,954	11,580	66,796	16,962	21,437	1.086	7,739	3.288	11,287	5,090	9,718	3,688
St. Paul MercInd	194,355	45,946	22,052				203		30,127	-1,308			33		95	
Seaboard Surety	30,459	-1,308	4.000		90 510	4 600		74,118							3,468	345
Security Mut. Cas	178,815	79,172	4,860	30	32,512	4,680	187,243				20,367	11,496	4,741	2,819		
Shelby Mut. Cam	29,094	20,291			3,986	5,976	450.000	04.004	05 405	T. F. O. F.					10.000	0.000
Standard Acci	353,597	128,816	64,192	14,525	64,788	8,762	153,980	84,221	35,435	7,525	3,251 203	489	11,195	466	19,835	9,632
Standard Sur. & Cas.	9,480	3,876	1,973	87	2,744	3,318	2,184	35	475	107		250	1.174		720	78
State Auto, Mut., O	31,557	21,545	9,904	10,072	3,111	3,626							1,141	54	5,707	6,434
State Farm Mut. A	1,343,711	440,972	617,636	123,789	2,451	22		******	100				400		566,129	248,715
Sun Indem	10,394	6,943	5,349	5,190	136		1,184	15	132				183		1,660	1,229
Travelers Indem	1,599,859	723,879	168,136	64,508	129,608	23,979	1,095,349	586,071	36,630	4,507	12,259	4,730	56,297	9,348	67,253	30,022
Travelers Ins. Co		631,007	19,763	7,564	59,031	17,995	389,217	271,652								
Trinity Universal	8,538	272	2,874		387		-724	95	4,115		348		329		1,094	184
Truck Ins. Ex., Cal	90,572	35,493	32,457	11,405	2,558	1,193	2,587	582							36,960	19,675
United Nat. Ind	1,261		975					*****	*****	*****	*****				281	*****
U. S. Cas	245,189	82,248	26,446	12,671	79,887	20,746	94,277	30,661	9,774	4,203	7,741	2,233	11,229	5,568	9,902	3,464
Union Auto Assn., Ill	3,021	781	1,596	100				******	*****						1,143	675
U. S. F. & G	864,674	248,513	127,071	28,830	194,374	62,647	248,462	113,753	158,777	4,040	11,631	2,927	56,662	14,114	44,378	16,500
U. S. Guar	377,160	36,932	52,129	7,007	218,473	11,473	1,947	3,267	60,191	1,868	4,555	1.795	8,855	5,650	25,033	4,647
Utilities	179,543	86,491	73,308	37,809	11,244	2,572	58,005	27,703	*****				*****		35,455	17,690
Western Cas. & Sur.	606,326	242,044	224,539	70,269	107,653	22,015	127,255	60,580	35,562	31,403	15,680	5,869	11,791	2,183	82,110	49,579
Western Surety, S. D.	6,754								6,754				*****			******
Yorkshire	25,426	5,994	10,566	2,309	6,593	911			1,342	-281	1,091	1,113	2,576	174	3,128	1,768
Zurich	460,917	248,314	47,893	24,567	50,044	18,770	190,952	96,628			788	78	1,829	6,648	18,889	12,612
								5,902,170	2,321,085	260,964	328,589	134,601	1,160,768	237,574		
	46,021,317*		8,519,807	3,488,832	3,914,473		11,621,196	5,213,892	2,255,880	316,278					3,677,156	1,822,471
	40,187,887	16,471,103	6,870,181	3,531,785	4,358,065		10,262,973	5,026,240	2,720,722		847,089	119,294	924,565	112,726	3,147,584	1,324,894
	41,783,359	16,581,171	7,757,217	3,400,169			11,590,195	0,020,240	2,120,122	341,764	351,399	134,068	815,236	111,445	3,458,228	1,485,671
*Includes classes b	selow and	nre, theft,	etc., of	tuto rull	cover insu	rers.										
										Prome	Tosse	-			Drome	Lorens

Other	<b>MISSOURI</b>	<b>Business</b>
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Other MISS	OUF	I Bus	siness		
ACCIDENT &	HEALTH	Losses		Prema.	Losses \$
	\$ ************************************	\$	No. Amer. Life, Ill	170	
Accident & Cas	421	5	Northern Life, Wash	5,932	2,998
Aetna Cas	516	176	Norwich Union	26	14,730
Aetna Life	941,852	621,234	Occidental Life	25,692	
Alistate			Ocean Acci	65,403	13,435
American Auto	1,568	601	Ohio Cas,	286 161,128	142,536
Amer. Cas	10,070	411	Paul Revere Life	76,322	45,618
Amer. Employers	1,284	25	Penn. Casualty	10,022	573
Amer. Hosp. & Life	156,252 439	57,707	Phoenix Ind.	1,388	207
Amer. Motorists	11,177	4,721	Postal L. & C	68,304	33,209
Am. Mut. Liab	917	26	Preferred Acci	3,643	37
Amer. States	16		Protective Indem Provident L. & A	41	95,906
Amer. Sur. Co. of N. Y	132	190	Provident L. & A	184,652	95,906
Bankers Indem	3,471	2,999	Prudential	233,396	136,902
Ben. Ry. Employ	298,297	188,434	Reliable Life	313,923	91,283 1,609
Ben. Ry. Employ Ben. St'd Life, Cal	324		Reliance Life	6 733	1,476
Bus. Mens Assur	811,234	468,252	St. Paul-Merc. Ind	4 974	251
Cen. Cath. Cas	22,533	8,377	Standard Acci	10,921	3,197
Central Surety	330 1,803	37	State Auto, Mut., Ohio	200	95
Century Indem	6,947	319 1,116	State Natl., Mo	10,128	2,253
Columbia Cas	89,079	1,116 22,328	Sun Indemnity	1,750	509
Combined Mut, Cas	57.198	13.917	Travelers	618,598	353,796
Commercial Cas	57,198 31,144	13,917 14,482	United Benefit L	28,368	
Commonwealth L. & A.	308,876	59,932	Union Labor Life	238	44 054
Conn. General	119,476	65,534	United, Ill	181,051 8,085 5,939	41,850
Continental Assur	44,692	21,792 257,213	If & Cas	5,932	1,448
Cont. Cas	624,107	257,213	U. S. Cas U. S. F. & G U. S. Guar	23,110	
Eagle Indemnity	1,971	858	U. S. Guar	976	
Employ, Liab	8,051	238	Universal Life, Tenn	56,697	14,480
Employees Mut. Ben	382 69	166	Utilities	1.380	671
Employ. Mut. Cas., Ia Employ. Reins	29,485	9,159	Wash. Natl. Western Cas. & Sur	396,150	120,129
Equit. Life, N. Y	797,716		Western Cas. & Sur	1,733	132
Farmers Auto., Cal Foderal Life	982	128	Woodmen Cent. Health.	30,518	13,133
Federal Life	51,720	20,805	Woodmen Cent. Health.	7,732	6,692
Federal Life Federal L. & C. Fidelity & Cas. Fidelity H. & A. Fireman's Fund Ind. Franklin Life	29,639	7,650 6,666	World	109,975	32,401
Fidelity & Cas	38,269	6,666	Yorkshire Ind	191	
Fidelity H. & A	90,078	39,735	Total 1944	12 818 494	6,467,280
Fireman's Fund Ind	3,005	1,062	Total, 1943	10,791,507	5,130,992
		144	Zurich	9,671,701	4,414,272
General Acci.	23,458	10,218 302,928			.,,
Genl. Am. Life General Cas.	80		CRED	II	
General Reins.	44,705	5,575	Amer. Credit Ind	48,218	4,358
George R. Clark Cas	43,736	15,931	Employ. Reins	8,977	
George R. Clark Cas Glens Falls Indem	4,067	1,516	General Reins	10,824	. 11
Globe Indem,	0,011	2,046	London Guar	46,714 114,788	954
Globe Mut. Cas	18	8,453	Total, 1944	114,733	5,323
Great Amer. Indem Great Northern Life	6,818	8,453	Total, 1943	109,760	
Great Northern Life	67,449	28,007	Total, 1942	111,344	778
Great-West Life Assn Hardware Mutual Cas	773	* * * * * *	SPRINKLER LKGE. &	WATER	DAMAGE
Hardware Mutual Cas Hartford Accident	40 800	8,342	Actno Con	14,063	2,705
Home Indem	657	26	Aetna Cas	20	
Hoosier Cas	156	110	Commercial Cas	33	
III. Bankers Life	75,739	22,478 1,218 1,491	Great Amer. Ind		
Illinois Mut. Cas	3,327	1,218	Indem. No. Amer	201	17
Illinois Mut. Cas Indem. No. Amer Inter-Ocean Cas	4,327	1,491	London Guar		91
Inter-Ocean Cas Inter-State Bus. Men's.	9,665	2.961	Maryland Cas	2,355	380
Inter-State Bus. Men's.	26,361	7,924	Phoenix Indem		
John Hancock Mut	143,301	7,924 120,688 82,045	U. S. F. & G	206	542
Kemba Mut. Assn	25,289	82,045	Total, 1944	16,842	3,735
Liberty Mut	1,675	4,783	Total, 1943	18,927	5,220
London & Long	9 815	1 360	Total, 1942	16,051	9,554
London Guar	7.887	3,493	LIVE ST	OCK	
Loval Protective	8,806	4,783 1,360 3,493 3,015	ANA VIE SI		
Kemba Mut, Assn. Liberty Mut, Life & Cas. London & Lane London Guar. Loyal Protective Lumbr, Mut, Cas.	4,812	1,443		Prems.	Losses
Mfrs. Cas.	178		Worldood View March	3	
Maryland Cas	62,604	13,879	Hartford Live Stock	26,851	
Mass. Bonding	44,539	20,788	Total, 1943	24,329	10,764

20,788 20,121 111,616 21,893 1,024,437

4,349

Maryland Cas.

Mass. Bonding.

Mass. Bonding.

Mass. Indem.

Mass. Protect.

Metropolitan Cas.

Metropolitan Life.

Missouri Ins.

Monarch Life.

Mut. Ben. H. & A.

Mut. Comm. Cas.

National A. & H.

National A. & H.

National Cas.

Natl, L. & A.

Natl, L. & A.

Nat.

New Amsterdam

No. Amer. Accl.

Aetna Cas	14.063	
Columbia Cas	20	
Commercial Cas	33	
	206	-
	16.842	
	Columbia Cas. Commercial Cas. Great Amer. Ind. Indem. No. Amer. London Guar. Maryland Cas. Phoenix Indem. U. S. F. & G. Total, 1944	Indem. No. Amer.     201       London Guar.     66       Maryland Cas.     2,355       Phoenix Indem.     85       U. S. F. & G.     206       Total, 1944     16,842       Total, 1943     18,927

			8	1
Iartford	Live	Stock	26,851	11,145
Total.	1943		24,329	10,764
Total,	1942		16,526	8,084
		CHRISTA NE VO	OTTED	

1,024,437	Aetna Cas	58	
144,832	Amer, Employers	1,005	
61,338	Amer. Guar. & Liab	20,567	
405,894	Amer. Reins	2,387	
193	Arex Ind	349	
4,453	Columbia Cas	18,867	
33,983	Cont. Cas	6,682	
197,979	Eagle Indem	2,196	
759	Employ. Liab	10,015	
41,909	Employ. Reins	2,047	

	Prems.	Losses		Prems.	Losses
Excess	365		Mutual Boiler	38,266	232
Fidelity & Cas	18,476	2,332	Ocean Acci	24,854	3,821
General Acci,	1,987		Phoenix Indem	328	
General Cas., Wash	34		Royal Indem	6,200	******
General Reins,	5,098		Security Mut. Cas,	731	
Globe Indem	1,639		Travelers Indem	34,328	714
Hartford St. B	95,258	32,897	Casualty		
London Guar	4,308	1,271	Total, 1944	392,361	68,184
Lumberm, Mut. Cas	10,476	394	Total, 1943	425,330	28,920
Maryland Cas	60,809	4,117	Total, 1942	437,127	28,207

### Missouri Casualty Leaders in 1944

	1944	1943	1942	1941	1940
Continental Cas	2.872.370	\$1,318,145	\$ 742,265	\$ 736,024	\$ 640,204
National Cas	124,643	127,861	131,598	170,589	138,250
Continental Assur	44,692	11,584	11,978		4,965
Liberty Mutual	1,934,363	1,926,589	2,673,814	1,444,497	1,108,091
Metropolitan Life	1,717,997	1,155,288	968,961	853,770	754,604
Travelers Indem	1,599,859	1,512,777	1.110.023	731,054	695,776
Travelers	1,086,607	1,371,711	1,325,589	868,789	698,077
Hartford Acci,	1,403,335	2,590,892	2,923,387	1.869,135	1,263,628
State Farm Mu. Auto	1,343,711	1,173,333	1,358,109	1,293,454	1,059,413
Maryland Cas	1,313,319	937,781	1,027,604	1,037,384	871,068
American Auto	1,118,579	1,021,531	1,043,509	1,085,466	1,098,401
Assoc. Indem	21,731	33,713	39,431	39,565	23,330
Travelers	1,086,607	1,371,711	1,325,589	868,789	698,077
Consolidated Unds	1,069,509	1,204,714	1,344,691	1,151,637	1,031,104
Mo. Auto Club	956,958	718,528	879,207	949,921	831,374
Employers Mut. Liab	948,754	1,009,561	1,286,382	2,714,133	770,983
Aetna Life	941,852	575,184	375,793	334,526	279,045
Aetna Cas	889,149	798,232	886,348	569,834	698,266
Aetna Casualty	889,149	798,232	886,348	569,834	698,266
Mut. Ben. H. & A	872,143	816,436	731,530	646,535	585,414
United Ben. Life	28,368	9,743	8,533	8,533	7,544
U. S. F. & G	864,674	1,032,837	868,035	964,345	704,252
Fidelity & Cas	825,990	907,714	732,416	705,445	640,984
Business Men's Assur	811,234	619,400	588,994		419,414
Equitable Society	797,715	704,156	448,372		229,916
Central Surety	792,153	561,457	1,169,018	893,140	682,164
Amer. Mut. Liab	789,300	870,902	891,345	739,661	622,646
Mass. Bonding	716,580	667,596	573,374	486,767	493,716
Western Cas. & Surety	606,326	560,056	662,009	627,157	608,564

#### Langer to Confer on Bills

WASHINGTON - Senator Langer, North Dakota, indicates he proposes to confer with insurance people about his bills, S.571 and 606. The latter would deny use of the mails to insurance companies in certain circumstances.

panies in certain circumstances.

S. 571, providing for issuance of annuity bonds and payment of annuities through the Treasury Department, is regarded in insurance circles as somewhat similar to a proposal from Treasury people that when war bonds mature they be converted into annuity plans. plans.

#### Retirement Plan for Keene Group

National Grange Mutual Liability, National Grange Fire and Peerless Cas-ualty of Keene, N. H., have adopted a retirement income trust for employes. All present and future employes come under the plan when they have been

employed five years. New England Mutual Life is the insurer. The retirement income equals 50% of annual earnings, including social security, and limited to \$300 monthly. Life insurance is provided equal to 100 times the monthly retirement payments.

The employer pays the entire cost.

#### Stoner Cincinnati President

CINCINNATI—New officers elected for the Cincinnati Health & Accident Underwriters Association are B. O. Stoner, Connecticut General Life, presi-dent, and Max Abrams, Occidental, vice-president

dent, and Max Abrams, Occidental, vice-president.

The new directors are W. A. Case, Inter-Ocean Casualty, chairman; C. L. Gurney, Mutual Benefit H. & A., W. R. Dignan, W. E. Lord Co., G. L. Lacker, Washington National, W. G. Dowd, Retail Credit, G. R. Hammerlein, W. R. Rudd, and J. T. Maloney, National Underwriter Co.

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March

Acci. & Aetna Aetna Allstat Amer. Amer. Amer. Amer. Amer. Amer. Amer. Amer. Arex II Associa Atlanti Bakers Banker Butche Car & Central Century Citizens Coal O Columb Com'l. Connect Contine Eagle ! Employ Empl. Employ Eureka Europea Excess
Exchan
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Gen. Ca Genl. T Glens I Globe I Globe I Great I Great I Guarani Hardwa Hartfor Home I Indem. Interboi Internai Jameste Keyston Liberty London Marylan Merchai New Ar Noati. C Nati. G National New Ar Now Key N. A. C Norwich Cocan Johio C Johio

Ohio Fa Patrons Perless Penna. Phona. Phonenix Preferre Protecti Royal I St. Pau Seaboar Security Selected Shelby Standar Stan

Zurich

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Accident Aetna C Aetna L Coll, osses \$ 692 4,335 124

37,324 1,732 8,821 2,313 6,949 12,259 3,688

9,632 78 6,434 48,715 1,229 30,022 184 19,675 3,464 675 16,500 4,647 17,690 49,579

1,768 12,612 22,471 24,894 85,671

282 3,821 68,184 28,920 28,207

40 0,204 4,965 4,965 4,6091 4,604 8,077 8,077 8,078 8,243 8,401 1,374 0,983 8,266 8,266 5,414 4,252 0,984 44,252 0,984 12,164 12,164 12,164 12,164 12,164 12,164 12,164 12,164 12,164 12,164 12,164 12,164 12,164 18

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Case, C. L. V. R. Icker, J. Re-V. R. Un-

# Casualty Net Premiums and Paid Losses in NEW JERSEY in 1944

	Prems.	tal Losses	Prems.	Liab. Losses	Other Prems.	Liab. Losses	Work. Prems.	Comp. Losses	Fidelity Prems.	y-Surety Losses	Plate Prems.	Glass Lonses	Burglar Prems.	y-Theft Losses	Prop. D Prems.	D. & Coll.
Acci. & Cas Aetna Cas	217,614 2,374,546	95,391 947,601	38,316 434,884	21,772 167,518	19,566 291,471	4,418 80,304	127,163 1,134,179		1,763 157,671	13,218	4,107 23,534	2,176 9,935	6,195 103,755	2,983 29,018	15,620 188,901	9,786
Aetna Life	1,040,171	642,131 70,344	311,730	41,883	*****		******	8,925	*****	******	*****			******	100,370	28,461
Amer. Auto	1,032,565 902,785	327,014 247,788	530,519 329,345	189,376 94,232	81,964 86,342	7,311 13,830	190,729 275,661	39,601 84,315	15,877	*****	4,176 16,286	948 5,886	17,561 22,772	4,753 3,745	207,123 133,697	39,960
Amer. Employers Amer. Fid. & Cas	621,934 319,082	178,021 220,498	147,466 259,180	34,453 178,988	54,832	13,142	292,203	86,142	23,847	2,011	6,676	1,976	20,718	4,736	62,176 59,902	41,510
Amer. Guar. & Liab Amer. Indem	83,727 164,102	32,773 83,580	15,019 81,110	7,847 53,461	9,135 35,882	2,032 4,727	22,705	6,741	10,171	5,577	2,061 3,301	1,130 1,704	4,729 6,371	694 2,178	6,414 86,945	21,486
Amer. Motorists Amer. Mut. Liab	360,779 3,082,585	296,543 1,391,112	54,259 224,098	35,570 54,085	11,661 173,523	26,017 41,590	226,442 2,503,173	209,168 1,240,754	929	-37 -65	891 911	219 691	7,926	426 321	53,010 118,931	43,244
Amer. Policyholders Amer. Reins	156,466 253,927	40,565 37,528	69,566 74,536	19,159 16,066	9,033 46,199	1,914 29,108	36,696 61,664	7,698	57,486	-9,295	4	******	1,858	271	29,533 7,527	* ******
Amer. Surety	913,618 36,682	140,645 15,040	107,778 475	22,677 848	60,900 4,742	7,138 180	406,286 31,673	180,222	255,015	-95,777	8,883	3,869	29,115	6,696	45,595 24	538
Associated Indem Atlantic Cas., N. J	440,201 104,749	191,412 34,217	43,377 69,438	22,959 20,674	29,491	6,334	335,913	138,009	10	*****	2,489	741	5,027	5,594	23,894 35,311	
Bakers Mutual Bankers Indem	197,369 1,289,728	43,600 487,151	304,182	88,125	32,428 217,499	1,099 41,978	161,670 540,289	41,643 263,253	183	*****	3,271 21,633	858 11,085	59,637	19,435	133,279	61,301
Butchers M. C., N.Y. Car & General	9,565 379,239	136,005	1,007 155,843	56,267	789 23,856	4,309	7,084 125,974	44,172	608	******	137 2,558	763	7,501	966	62,656	
Central Surety	324,126 658,499	107,779 265,316	145,352 162,345	56,954 70,196	32,331 86,809	6,408 16,601	59,160 225,165	11,954 117,306	4,919 49,949	2,147 —113	7,832 11,505	3,276 5,197	8,262 40,213	1,110 8,552	65,032 68,368	43,668
Citizens Cas Coal Oper. Cas., Pa.	286,945 62,198	127,852 2,874	165,256	85,960	23,981 9,486	593 353	35,944 51,954	10,199 2,521	******	*****	10,471	4,770	******	******	61,293 758	
Columbia Cas Com'l. Cas	156,966 861,310	47,198 320,065	27,145 244,783	6,095 88,285	14,424 113,876	2,783 31,742	44,964 74,085	25,088 45,702	9,453 118,246	5,510	2,159 27,560	530 11,450	6,366 22,379	1,726 4,793	10,404 62,737	29,538
Connecticut Ind Continental Cas	91,897	33,025 512,504	28,379 204,122	11,502 87,074	18,673 123,727	6,300 21,719	24,154 354,357	6,039 165,513	22,383	-861	1,812 14,756	956 6,300	5,440 37,645	1,029 6,003	13,441 85,186	7,199 85,618
Eagle Ind Employers Liab Empl. Mut. Liab	527,961 1,543,576 1,109,555	177,491 584,075 438,823	121,774 194,022 56,945	36,484 59,594 3,822	70,855 160,069 45,010	29,798 71,121 4,314	207,813 952,728 963,713	62,212 876,843 410,391	11,450 24,430	-1,039 2,459	6,153 11,585 1,162	2,954 5,234 26	27,510 27,411	7,314 11,390	54,712 89,187 42,634	42,524
Employers Reins Eureka Cas	414,022 292,863	134,003 106,272	222,363 100,212	75,106 32,981	31,604 32,572	22,800 4,955	46,242 109,641	11,909 44,166	43,696	2,046	278 4,317	1,263	11,809 5,163	428 1,637	33,139 40,508	17,825
European Gen	440,031	121,313	98,719	67,297	31,623	*****	44,586	2,709	82,100	12,741	*****		66,260	7,251	26,082	. 8,414
Excess Exchange Mut. Ind Factory Mut. Liab	72,567 13,376 147,098	9,810 6,472 51,944	32,166 1,134 93,084	18,000 468 36,315	2,733 1,007 2,397	25	23,376 10,765	1,599 5,848	9,561	9,824	******		275		3,102 470 51,619	131
Fidelity & Cas Fidelity & Dept	2,602,646 437,126	1,116,876 92,381	223,691	77,727	235,655	79,685	1,714,276	819,063	100,552 273,788	10,887 37,367	21,993 43,258	13,669 18,600	71,229 119,280	31,915 36,414	102,231	
Fireman's Fund Ind. Gen'l. Acci	376,561 1.591.751	173,772 606,522	51,145 431,882	31,817 106,492	54,203 175,793	11,644 19,864	198,669 689,299	106,768 380,164	10,030	-836	7,950 11,639	3,571 6,911	19,283	4,201 8,758	22,192 177,496	
Gen. Cas., Seattle General Reins	50,375 266,900	7,960 22,203	18,992 51,137	4,168 6,450	10,463 30,706	193	5,211 73,492	192 7,126	3,391 37,742	877	956 1,175	882	3,592 23,756	1,011 2,054	7,736 14,233	1,614
Genl. Tr. Cas. & Sur. Glens Falls Ind	197,315 828,889	11,424 203,139	91,302 178,955	3,203 32,228	9,770 141,627	13 23,839	60,052 315,451	5,158 104,032	42,332	119	14,968	6,059	31,005	6,423	36,191 76,630	8,055
Globe Ind Great Amer. Ind	1,699,640 526,608	672,302 277,131	455,753 131,056	227,706 43,188	158,521 86,336	42,848 14,754	736,843 193,694	303,627 127,903	61,918 22,630	3,074 56,046	17,317 9,023	5,523 3,746	69,640 15,192	14,229 3,338	142,492 53,521	70,791
Guarantee of N. A Hardware Ind	11,246 81,122	115 36,762	25,649	15,823	16,981	4,769	24,267	8,807	11,246	115	2,035	728	268	******	12,722	
Hardware Mut. Cas. Harleysville Mt. Cs	499,518 150,152	200,196 36,319	133,922 106,083	42,508 23,663	29,263	6,329	255,615	115,135			5,809	2,149	******	*****	74,553 44,069	84,075
Hartford Acc Home Indem	2,785,533 224,545	1,046,645 54,081	458,108 94,440	175,794 23,286	398,379 50,310	10,699	1,296,117 2,405	617,053 28	194,415 14,822	48,151 —468	34,729 7,127	11,576 3,002	115,267 16,581	34,321 2,451	223,876 37,552	88,759
Indem. of N. A Interboro Mut	2,043,655 293,422	537,679 131,076	356,158 65,782	107,629 18,589	339,481 25,449	44,061 14,850	790,336 181,106	273,038 88,839	158,269	11,912	17,086	8,623	106,848	27,145	224,972 21,085	
International Fid Jamestown Mut	31,023 178,263	531 73,359	24,435	9,717	8,047	973	135,928	56,864	31,023	-531	******	******	*****		9,853	6,805
Keystone Auto Club. Keystone Mut. Cas.	184,017 32,295	55,204 960	117,995 22,832	22,932 412	179 28	 					******	******	*****	******	65,651 9,435	82,272 548
London & Lanc	5,169,192 242,927	2,727,164 89,521	355,442 58,577	69,733 19,200	215,280 41,992	56,304 15,432	4,411,909 77,088	2,525,801 37,828 29,932	3,211	-114	2,384 6,926	1,318 2,544 2,650	14,287	5,232	180,620 22,157	73,477 7,362
	270,754 1,250,682	82,219 477,875	50,039 256,885	18,049 57,280	46,979 99,339	9,339	99,022 712,400	352,794		*****	5,514 1,702	560	11,168	2,581	23,986 109,021	7,677 87,022
Lumb. Mt. Cs., N. Y. Manufacturers Cas	316,879 1,152,008	137,840 357,386	17,983 232,039	9,682 92,004	14,726 65,361	3,166 5,884	273,207 674,022	122,133 235,987	43,755	-21,173	4,442	2,095	25,994	3,521	10,963 104,115	38,846
Maryland Cas Mass. Bonding Mass. Pl. Glass	1,499,647 389,490 16,342	462,023 156,600 6 140	209,215 64,578	63,702 84,506	134,990 42,029	8,766 11,353	787,148 180,530	294,849 76,778	117,593 29,891	24,302 —52,504	19,504 3,868 16,342	6,499 1,204 6,140	47,375 10,715	10,639	96,573 30,296	22,870
Medical Protective Merchants Ind	8,524 205,935	6,140 978 43,728	195,347	42,324	8,524 2,555	978			3,961	*****	1,548	932	2,482	213	42	69
Merchants Mut. Cas. Metropolitan Cas	213,062 212,077	63,246 104,351	17,519 59,500	1,245 41,867	169,258 25,749	\$5,486 5,008	16,955 25,113	55,486 23,174	14,459	-2,733	1,659 5,880	1,160 2,215	8,184	3,493	7,809 15,177	3,506 8,956
Natl. Cas Natl. Grange Mut	375,015 34,342	112,583 15,974	13,638	5,769 12,564	9,600	1,748	21,003	5,955	1,287	-21	1,203	343	2,418	519	6,185 11,026	2,594 3,410
National Surety	370,928 1,099,806	55,816 858,955	1,184 189,316	83,375	2,233 224,677	48,312	1,974 460,473	168,065	220,804 53,278	13,877 2,376	14,331 24,771	12,661 9,751	129,690 50,529	29,278 7,625	712 86,369	35,953
New England Cas	6,413 7,354,229	301 3,216.616	2,395 338,453	119,358	902 218,647	48,527	847 6,736,891	3,038,522	525		114	*****	633	122	997 59,868	90 10,127
New York Cas N. A. Cs. & Sur. Re.	228,741 642	89,107	56,869 2	24,150	28,847 28	7,184	76,370 612	35,620	28,993	3,480	8,987	3,003	6,621	2,201	22,414	18,469
Norwich Union Ind. Ocean Acc.	11,642 722,759	2,069 248,170	2,048 78,523	15,204	1,208 67,781	11,655	5,315 377,821	1,348 179,229	15,578	2,117	362 5,324	1,547	425 24,127	9,152	36,371	13,908
Ohio Cas Ohio Farmers Ind	1,884	39,881 328	83,125 1,231	20,325 120	14,807	2,231	10,321	1,882	2,099	*****	1,040	447	5,981	1,835	36,414 536	12,673
Patrons Mut. Cas Peerless Cas	9,686 153,584	10,159 685	2,925 89,194	4,114	2,671 6,645	406	4,690 12,648	5,639	23,783	******		******	6,908	*****	11,364	******
Penna. Cas Penna. Mfrs. Assn	175,063 20,140	226,593 7,490	89,890 12,191	154,676 1,633	4,976	4,210	40,727	15,194		******	128	82	184	6,817	39,106 7,949	52,170 5,857
Preferred Acci	216,952 439,323	71,402 134,158	40,391 253,980	17,523 85,073	39,559 27,900	10,739 5,107	69,676 28,358	24,861 6,576	5,540	-3,984	4,165 2,037	1,561	15,587 29,367	8,857	21,934 82,841	4,118 30,265
Protective Ind Public Service Mut Royal Indemnity	26,822 123,057 1,401,353	8,684 70,643 694,837	14,615	6,484 28,231	1,374	4,758	2,077 81,809	32,312 505,901	82,879	851	12,169	6,582	48,863	15,591	6,976 9,294	1,627 5,843
St. Paul-Mercury	239,944	91,346	184,010 46,462	78,672 12,928	119,238 49,557	32,896 8,462	853,982 88,006	57,028	13,685	-1,689	2,918	1,499	12,286	3,676	81,940 24,100	9,194
Seaboard Surety Seacoast Fish Mut Security Mut. Cas	13,748	-45,445 4,310	7.055	80 505	2,179		13,748	4,310	53,789	-45,445			501	******		683
Selected Risks Ind Shelby Mut. Cas	101,002 978,779 19,205	72,275 835,655 10,374	7,955 <b>397,196</b>	20,505 141,103	10,343 12,132	2,179	76,553 334,719	51,163 94,518	*****		19,202	10,374	*****	******	5,310 234,732	97,855
Standard Acc Standard Sur. & Cas.	506,150 225,996	121,650 99,710	96,011 48,909	19,966 40,355	59,357 42,169	13,262 7,162	156,647 87,981	76,399 40,095	106,818	-27,317 -6,866	7,036 6,134	2,391 2,166	13,291 12,306	5,866 4,216	40,554 20,911	16,488 11,220
Sun Indemnity Travelers Ind	326,798 940,730	114,591 377,261	85,112 418,245	28,141 93,007	37,441 14,408	9,411 871	136,980	48,099	3,634	2,505 105,281	3,554 20,179	1,587 12,450	13,381 115,606	3,290 27,017	39,194 297,438	18,297 119,688
	6,795,137 197,509	3,654,164 35,746	230,438	177,812	390,442	183,819	8,683,767	1,660,693			5,238	1,184	7,861	1,314	33,154	8,792
United Natl. Ind U. S. Cas	24 761,657	312,369	67,510 147,449	11,837 53,653	38,586 24 162,783	1,081	40,198	11,852	12,566	405	15,695	6,538	29,129	6,891	60,755	34,821
U. S. F. & G U. S. Guar	3,266,665 336,168	1,072,403 78,081	265,456 88,383	124,084 30,734	493,843 28,023	37,150 111,403 2,586	326,357 2,009,145 35,523	707,709	207,004 109,193	29,683 2,357	24,420 952	10,498	65,351 31,433	15,721 13,698	189,477 41,265	56,047 15,495
Universal Ind Utica Mutual	115,346 359,947	38,174 118,441	79,888 64,258	23,276 14,670	12,386	7,515	250,914	85,942	*****			******	484	21	35,458 31,052	14,898
Western Natl. Ind Yorkshire Ind	107,061 79,954	51,953 3,389	19,406 29,366	8,161 4,287	25,441 14,754	3,886 1,968	35,165 4,424	30,004 579	2,505 7,925	—148 —10,355	2,741 4,260	1,636 1,936	7,480 5,338	2,306 998	8,933 12,586	4,436 3,970
	1 629 959	806,010	311,565	121,731	243,560	55,824	842,436	495,218	*****		9,547	5,940	40,496	9,780	108,934	75,889
Zurich 9		36,529,130*		4,917,666	7,051,045	1,647,978			2,987,016	125,084	662,359	292,240	1,981,431	608,895	5,534,351	2,329,265

Office Hew lergel	N Driness				Prema.	Tonnen		Prems.	L/OSBSS
						*		8	
ACCIDENT & HEALTH		Prems. L	овнен	American Motorists	5,661	1,586	Bankers Life, Ia	851	
Prems. Lo	osses	\$		American Mut. Liab	61,949	10,492	Bankers National	603	
\$	\$ Allstate	52		Amer. Policyholders		2,300	Ben. Assn. Ry. Empl	81,064	39,270
Accident & Cas 4,884	1.421 American Auto			Amer. Reinsur		308	Car & General	243	142
Aetna Cas 1,654	American Casualty			Amer. Surety			Central Surety	238	27
	633,206 American Employer			Bankers Indemnity		1,874	(CONTINUED ON	NEXT P	AGE)

PAGE) Losses Pd. 3,909 1,063 4,631 3,350 102,581 79,594 56,227	Net Prems.   27,583	10,835 8,291 93,211 150 22,371 1,838,108	U. S. Guar. 1,39 Utica Mutual 85 Washington Natl. 668,28 Western Natl. Ind. 5,39 Yorkshire 1,22 Zurich 73,42	53 71 52 212,139 90 1,672 96 6	Amer, Guar. & Liab	5 4 9 5,165
Losses Pd. 3,909 1,063 4,631 3,350 102,581 79,594 56,227	Mass. Indemnity         29,436           Mass. Protective         210,301           Merchants Mut. Cas.         265           Metropolitan Cas.         57,908           Metropolitan Life         3,374,928           Monarch Life         124,400	8,291 93,211 150 22,371 1,838,108	Utica Mutual       85         Washington Natl.       668,28         Western Natl. Ind.       5,39         Yorkshire       1,29	53 71 52 212,139 90 1,672 96 6	Amer. Reins. 2,81 Arex	5 4 9 5,165
3,909 1,063 4,631 3,350 102,581 79,594 56,227	Mass. Protective 210,301 Merchants Mut. Cas. 2655 Metropolitan Cas. 57,908 Metropolitan Life 3,374,928 Monarch Life 124,400	93,211 150 22,371 1,838,108	Washington Natl.         668,28           Western Natl. Ind.         5,39           Yorkshire         1,29	82 212,139 90 1,672 96 6	Arex	9 5,165
1,063 4,631 3,350 102,581 79,594 56,227	Merchants Mut. Cas	150 22,371 1,838,108	Western Natl. Ind 5,39 Yorkshire 1,29	90 1,672 96 6	Columbia Cas 36,21	9 5,165
4,631 3,350 102,581 79,594 56,227	Metropolitan Cas. 57,908 Metropolitan Life 3,374,928 Monarch Life 134,400	22,371 1,838,108	Yorkshire 1,29	96 6		
3,350 102,581 79,594 56,227	Metropolitan Life 3,374,928 Monarch Life 134,400	1,838,108				8
102,581 79,594 56,227	Monarch Life 134,400			21 42,178	Eagle Indem 15,21	
79,594 56,227					Employ, Liab, 25,13	
56,227			Total, 194415,170,98	87 7,457,262	Employers Reins 75	E.
		95,676	10(81, 1944	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	European Gen. Reins	
	National Casualty 319,681		LIVE STOCK			4
			MIN SIOUR			
			Hartford Live Stock 1,21	13 1,227		
			CREDIT			0
					Contract Canal December 1	0
25,946			London Guar 22,21	12 -423		
3,466	Peerless Casualty 3,042					
17,671	Pennsylvania Cas 52		Total, 1944 73,0	42 -995		
5,689	Phoenix Indem 24,822	4,853				
3,969	Preferred Acci 9,300	952	WATER DAMAGE & SPRINKLE	ER LEAKAGE		
6,845	Protective Indem 537	97				
		353,731			Royal Indem 27,19	8 3,567
-,						4
		248				
					210101010 2110000	
			Indemnity of N. A 2,31	10 726	Total 1944 1,001,46	2 306,705
			London Guar	73 149	10141, 1944	,
			Maryland Cas 97	79 1,066	HOSPITAL & MEDICAL ST	ERVICE
				0.67	HOSTITAL W MANAGEMENT OF	DICT TOL
					Duette	Losses
					Liellin,	140mmcs
					77 - C N 7 4 000 07	9 3,406,821
			STEAM BOILER & MAC	HINERY		
9,637	U. S. F. & G 69,813	16,586	Amer. Employ 6,7	19 714	Total, 1944 4,975,81	7 3,646,060
	3,466 17,671 5,689 3,969 6,845 2,400  10,407 216 8,670 6,010 257,561 1,085 3,334 5,504	4.104 North Amer. Acci. 191.874 5.796 North Amer. Life. 176 3.885 Norwich Un Indem 1,421 1.191.848 Ocean Accident 33.001 21.579 Ohio Farmer's Ind. 5.483 7.443 Ohio Farmer's Ind. 165.756 25.946 Paul Revere Life. 129.667 3.465 Peerless Casualty 3,042 17.671 Pennsylvania Cas. 5.508 9.6845 Protective Indem 537 2.400 Prudential 676.581 2.400 Prudential 676.581 Moyal Indemnity 41,074 10,407 St. Paul-Mer. Ind. 2,931 521 Security Mut. Cas. 37 216 Security Mut. Cas. 37 217 Security Mut. Cas. 37 218 Security Mut. Cas. 37 219 Standard Acci. 26.436 6,010 Standard Acci. 26.436 6,010 Standard Sur. & Cas. 5.445 257,561 Sun Indemnity 490.990 2,037 Travelers 2,490.990 2,037 Union Labor Life. 8,517 1,085 Union Mut. Life. 15,506 3,334 United Ben. Life. 42,820 5,504 United Life & Acci. 3,550	4.104   North Amer. Accl.   191,874   44,665     5.796   North Amer. Life   176     3.885   Norwich Un. Indem   1,421   477     1.191,848   Ocean Accident   33,001   9,222     21,579   Ohio Casualty   5,483   469     7,443   Ohio Farmer's Ind.   117     14,759   Pacific Mut. Life   65,756   21,617     25,946   Paul Revere Life   129,667   40,221     3,466   Peerless Casualty   3,042   685     17,671   Pennsylvania Cas   52   261     5,689   Phoenix Indem   24,822   4,853     3,969   Preferred Acci   9,300   952     6,845   Protective Indem   537     2,400   Prudential   676,581   35,731     Royal Indemnity   41,074   7,725     10,407   St. Paul-Mer. Ind.   2,931   248     521   Security Mut. Life   N Y   13,135   4,033     8,670   Standard Acci   26,436   14,645     6,010   Standard Sur. & Cas   5,445   1,662     257,561   Sun Indemnity   41,074   1,632     2,374   United Life   Pa   85,379   2,261     1,085   Union Labor Life   8,517   7,502     2,334   United Ben. Life   42,820   9,367     1,085   Union Labor Life   8,517   7,44     1,085   Union Labor Life   42,820   9,367     1,085   Union Labor Life	4.104 North Amer. Accl. 191,874 5.796 North Amer. Life 176 3.885 Norwich Un. Indem 1,421 1.191,848 Ocean Accident 33,001 2.1,579 Ohio Casualty 5,483 7.443 Ohio Farmer's Ind. 117 14.759 Pacific Mut. Life 65,756 25,946 Paul Revere Life 129,667 3.466 Peerless Casualty 3,042 3.466 Peerless Casualty 3,042 3.466 Peerless Casualty 3,042 3.466 Peerless Casualty 3,042 3.969 Protective Indem. 24,822 3.969 Protective Indem. 537 2.400 Prudential 676,581 6.845 Protective Indem. 572 2.400 Prudential 676,581 6.845 Protective Indem. 527 2.400 Prudential 676,581 6.845 Protective Indem. 527 2.400 Prudential 676,581 6.845 Protective Indem. 527 2.400 Psudential 676,581 6.845 Protective Indem. 527 2.400 Psudential 676,581 6.845 Protective Indem. 527 2.400 Psudential 676,581 6.845 Protective Indem. 2,931 2.48 Commercial Cass. 11 10,407 St. Paul-Mer. Ind. 2,931 2.16 Security Mut. Cas. 37 Great Am. Ind. 9 2.16 Security Mut. Life, N. Y. 13,135 4,033 Indemnity of N. A. 2,33 2.16 Security Mut. Life, N. Y. 13,135 4,033 Indemnity of N. A. 2,33 4,670 Standard Sur. & Cas. 5,445 6,010 Standard Sur. & Cas. 5,445 1,362 Metropolitan Cas. 11 2,2037 Union Labor Life. 3,517 1,085 Union Mut. Life. 15,666 17,125 1,085 Union Mut. Life. 42,820 1,234 United Life & Accl. 3,950 2,20 U. S. Casualty. 6,632 2,784 United Life & Accl. 3,950 2,20 U. S. Casualty. 6,632 2,785 Actna Cas77 4 Admer. Credit Indem. 35,303 5,742 5,687 Amer. Credit Indem. 35,304 5,680 United Life & Accl. 3,950 1,680 2,20 U. S. Casualty. 44,655 2,785 Actna Cas77 4 Actna Cas77 4 Actna Cas77 4 Actna Cas. 12,202 4,852 4,852 4,853 4,952 4,853 4,853 4,952 4,853 4,853 4,665 4,665 4,667 4,66	4.104 North Amer. Acci.   191,874   5,796 North Amer. Life   176   177   1,191,848   Ocean Accident   33,001   3,222   21,179   Ohio Casualty   5,483   469   European Gen. Reins.   4,101   4   4,471   4,472   4,473   Ohio Farmer's Ind.   117   European Gen. Reins.   4,101   4   4,221	4.104 North Amer. Accl.   191,874   44,665   5.796 North Amer. Life   176   1.76   1.885   1.91,874   1.91,874   1.91,874   1.91,874   1.91,874   1.927   1.91,874   1.927   1.928   1.927   1.928

### Addendum to CALIFORNIA Casualty Table with Totals

	Prems.	Losses	Auto. Prems.	Losses	Other Prems.	Liab. Losses	Work. Prems.	Comp. Losses	Fidelity-S Prems.	Losses		lass Losses		Losses	Prop. D Prems.	. & Coll. Losses
Acci. & Cas Actna Casualty	93,266 2,177,658	41,151 714,419	37,907 498,304	\$ 20,888 164,788	15,440 381,689	1,025 60,224	3,510 645,789	1,142 309,919	\$ 801 229,883	3 133 13,034	\$ 10,964 33,195	7,286 14,424	\$ 6,136 157,911	972 54,424	16,608 216,279	9,334 94,568
Address American Cas	3,774,117 804,012 306,859	3,196,129 228,380 92,985	583,052 104,452	133,856 38,561	57,289	1,000 5,695	32,434	5,171 11,391	16,146		7,570	4,623	34,487	10,534	220,840 53,345	94,524 21,182
Amer. Guar. & Liab. Amer. Motorists Amer. Mut. Liab	736,659 37,022 1,491,350 121,591	203,910 11,804 572,484 38,944	106,747 7,379 165,233 9,263	19,850 4,381 54,282 1,974	66,026 3,633 23,468 47,331	5,075 681 360 409	364,494 4,664 988,683 49,869	125,187 420 387,278 27,125	51,061 9,670 4,499 6,507	2,571 4,363 105 480	5,372 415 1,045 136	2,952 225 177	32,835 1,984 668 4,804	5,559 993 145	104,344 2,116 300,072 4,376	40,734 155 127,649 8,446
American States American Surety	223,995 417,245	63,846 83,248	70,304 55,989	12,361 18,282	5,459 42,608	187 5,637	38,775	18,574	205,330	—973	1,537 7,508	384 3,500	6,804 33,593	412 24,796	100,877 32,845	40,959 12,789
Arex Indem. Atlantic, Tex. Automotive, Cal.	2,434 167,475 26,863	2,854 58,263 15 134,268	1,303 112,026	32,316 39,662	1,276	7,084	50 01 <i>a</i>				-1,072	2,729	370		530 53,259 26,863	24,095 15
Central Surety Columbia Cas Commercial Cas Eagle Indem	480,646 236,214 687,546 515,821	65,444 207,718 168,506	157,955 40,704 371,853 117,412	18,435 116,981 36,478	28,130 83,458 54,922	4,819 7,471 21,079	59,016 59,806 397 205,595	24,218 17,255 154 72,781	39,157 39,622 10,824 22,386	5,217 -614 32	6,541 2,606 19,176 6,372	3,195 2,055 11,206 2,080	18,490 13,696 34,258 37,060	2,966 2,262 13,281 4,036	149,263 18,546 15,090 56,654	56,804 9,583 2,979 28,755
Employers Liab Fidelity & Cas	1,334,575 1,704,086	457,557 578,143	304,557 410,183 283,949	59,078 184,787 87,735	219,527 242,240 89,285	48,571 56,773	410,863 353,223 88,916	177,690 160,112	39,537 198,508	3,063 17,513	18,992 34,025	11,678 16,763	62,668 98,097	14,024 20,161	246,015 203,070	135,797 106,546
General Acci	1,004,138 3,772,116 3,702,073 459,125 1,818,495	396,483 1,518,556 1,716,673 107,656 559,792	172,590 287,855 132,345 366,992	44,742 99,693 37,329 83,703	119,705 172,145 83,893 73,794	35,398 42,135 85,368 7,419 3,745	3,101,262 2,955,588 58,750 987,049	47,924 1,370,845 1,370,456 18,479 395,167	186,347 31,463 19,639 10,496	-3,206 11,290 -3,120 234	12,776 1,216 3,743 12,602 4,384	5,386 569 9,803 5,983 1,849	29,887 89,829 26,803 21,675 15,265	8,395 14,917 11,659 4,906 1,699	285,346 43,254 220,887 58,873 170,389	148,919 37,643 127,819 23,535 55,159
Mfrs. Casualty Maryland Cas Medical Protective	126,638 1,879,643 69,262	18,339 571,201 21,196	18,108 314,855	290 100,591	27,447 200,509 69,262	36,206 21,196	54,687 537,653	16,534 261,206	8,370 354,809	259 7,935	377 25,776	12,072	6,368 102,028	65 14,989	11,277 144,283	1,187 76,466
New York Cas	583,646 190,526 86,972	150,035 62,233 31,192	105,480 69,709 32,080	17,808 39,529 10,090	98,519 21,228 9,865	18,639 246	150,078 21,104	56,113 5,991	88,049 29,141	966	9,342 5,319 2,718	3,508 1,989	55,866 10,300 5,286	8,451 1,577	60,298 33,719	18,122 13,865
Norwich Union Ohio Casualty Preferred Acci, Royal Indem. St. Paul-Merc. Ind.	685,222 510,552	192,202 235,466 628,947 471,859	214,459 236,660 437,128 429,337	37,658 94,098 236,636 114,107	48,407 19,458 245,741 219,403	15 4,510 1,529 53,911 48,780	21,150 671,792 156,453	14,768  132,683 66,259	21,643 16,972 122,021 107,977	2,025 775 —1,380 576	9,051 10,016 27,690 25,976	1,198 3,299 3,692 12,682 10,728	35,274 31,323 143,682 58,317	528 7,569 8,096 34,340 23,140	13,796 260,156 179,868 220,873 406,888	4,216 112,358 125,676 142,131 208,774
Standard Acci Security Mut. Cas State W. C. Fund	184,496	1,095,059 90,005 6,501,774	2,739,856 8,388	790,829 1,825	176,537 9,929	7,601 1,250	192,634 150,904 16,425,964	82,160 86,464 6,501,774	102,632 1,600	8,990	10,208	4,726	14,483	2,639	188,861 2,838	75,149 466
National Auto Travelers Utlca Mutual		2,127,804 5,314,083 652	505,728 290,260 401	137,698 128,294	461,361 412,537 56	38,216 34,736	3,390,731 1,662,258 2,006	1,253,871 681,141 652	160,498	702	57,270	22,731	116,201	28,145	838,688	533,975
Total, 1944	202,248,902*	82,989,748*	28,525,642		10,189,911	1,706,827 er insurers	78,365,739	32,493,998	7,323,569 below include	361,491 figures o	909,632 f companie	470,325 s shown	3,498,873 last week.	887,023	186 24,494,125	11,904,093

Other California Business

Omer Cam	orma	Dust	11622		
ACCIDENT &	HEALTH			Prems.	Losses
	Prems.	Losses	Mass. Protect	578,214	270.067
	\$	\$	Natl. Life & Acc	312.839	91,776
Acei, & Cas	1,897	367	New Amsterdam	16,007	26,977
Aetna Cas	4.422	14	No. Amer. Life	204	
Aetna Life	3,774,114	3,189,958	Northern Life	279,383	98,282
Allstate	120		N. W. Life, Seattle	6,549	1.245
American Cas.	1.137	998	Norwich Union	2.073	373
Amer. Employers	4.319	1,950	Occidental Life, Cal		1.861.738
Amer. Guar. & L	55		Ohio Casualty	18,936	2,695
	7,682	1.488	Old Line Life	1.028	678
Amer. Motorists			Order Ry. Employ	387,438	229,480
Amer. Mut. Liab		504	Pacific Mut. Life	1.091.541	791,890
Amer. States	5,970	257	Paul Revere Life	304,007	148,640
Amer. Surety	592	640	Postal Union Life	518,952	137,325
Atlantic, Tex	2,191	1,852	Preferred Acci	16,249	1,595
Bankers Life, Ia	105,591	60,997	Provident L. & A	128,884	35,691
CalWest. State	903,776	588,145	Royal Indem,	33,600	9.089
Central Surety	567	172	St. Paul-Merc	1.867	467
Columbia Cas	22,354	6.796	Secur. L. & A., Colo	34,576	. 13,485
Columbian Natl	20,199	6,636	Security Mut. Cas	33	******
Commercial Cas	152,486	56,259	Secur. Mut. Life, N. Y	23	
Connecticut General	978,021	765,257	Standard Acci	. 533,928	122,958
Eagle Indem	10.848	2.197	Reliance Life	57,820	21,166
Employers Liab	16,056	5,478	Travelers	6,965,849	4,469,912
Federal Life	204.590	152,202	Unity Mut. L. & A	462,807	115,036
Federal Life & Ca	306,042	41,428	West Coast Life	170,823	99,059
Fidelity & Cas		40,152	West. Trav. Acci	30,250	10.819
Franklin Life			Westland Life	635,210	66,391
General Acci		54,946	-		
General Amer		18,206	Total, 1944	11,430,402	23,425,284
Great Northern Life	130,263	27,180	COMPLANT TO OUT THE		
General Reins.		10,908	STEAM BOILER &	MACHIN	ERY
Income Guar., Mich		45,556	Aetna Cas	-1.819	776
John Hancock		2.062,522	Amer. Employers	1.460	30
Liberty Mut.		583	Amer. Guar	7,105	585
London & Lanc		13,123	Arex Ind	24	
Lbrmen's Mut., Ill		6,917	Columbia Cas	10,585	23
Metropolitan Life		1,028,216	Eagle Indem	4,571	62
Maryland Cas		59,631	Employers Liab	16,353	2,178
Mass. Indem		42,899	Fidelity & Cas	46,048	5,269

	Prems.	Losses
General Acci	541	19
General Reins		
Lbrmen's Mut. Cas	164,576	11,313
Maryland Cas	23,967	958
Royal Indem	23,640	8,857
Security Mut. Cas	10,796	
Total, 1944	1,121,398	215,995
SPRINKLER LEAKAGE	& WATER	DAMAGE
Aetna Cas	13,415	3.042
Columbia Cas	264	
Maryland Cas	4,513	1,074
Total, 1944	20,514	4,924
CRED	IT	
Total, 1944	25,778	-668
HOSPITALI	ZATION	
Total, 1944	1,900,453	1,172,676
LIVE ST	OCK	
Total, 1944	76,745	27,344

#### Owsley at San Antonio

Sharman Owsley, who resigned recently as assistant manager at Chicago for Pennsylvania Casualty, is now connected with the H. L. Davis & Son general agency of San Antonio.

#### Dillard Hall K. C. Speaker

The public relations committee of the Casualty & Surety Underwriters Association of Kansas City will hold a meeting April 6, with a program intended especially for credit executives. J. Dillard Hall, associate agency director U. S. F.

& G., will speak on "The Inseparable Twins."

Harry Gengenbach, 50, who had been Chicago manager of Universal and Universal Indemnity until he suffered a nervous breakdown about six months ago, died in a 13 floor fall in the stairwell of the Civic Opera building, Chicago, Tuesday. Mr. Gengenbach had been in a sanitarium at Milwaukee and since leaving there had been working as a mechanic. He was at one time connected with the old Georgia Casualty at Chicago and then with the Heise agency.

Word has been received by Ed Reilly, Reilly agency, Leavenworth, Kan., of the death of his cousin, George Reilly, sergeant in the army, who was killed when his ship was torpedoed. Sgt. Reilly was associated with the Reilly agency for six years prior to entering service.

E. C. Niver, executive vice-president of the New York Board, is now a grandfather. The baby is Robert A. Deas, Jr., born to Mr. Niver's daughter at Corpus Christi where her husband is an ensign in the naval air corps.

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THIS IS Make YOUR Post-War Plans NOW! **FOR YOU** 

# A MAN WITH THE PLAN FUTURE

Let the Agency Educational Program of The Employers' Group Insurance Companies point the way:

Here is a program that is good for today and tomorrow . . .

> a program that will add to your earning power, prestige, and ability to give greater service even before the war ends . . .

> a program that will continue to bring you increased returns after the end of the war.

This personal post-war planning program is an "essential" if you are to be prepared

for the competition of tomorrow. Make your post-war plans now.

If you are an agent, an employee of an agent, a solicitor, an ex-serviceman or one who wishes to enter the business for the first time, The Employers' Group School for Agents is for you. Experience in the insurance business is not a requisite for admission.

#### CLASSES START APRIL 30

Five weeks minimum time required to complete the course. For further details write for your copy of "The Agency Educational Program of The Employers' Group Insurance Companies" today.



the Man with the Plan

The Employers' Group

One Liberty Square Boston 7, Mass.

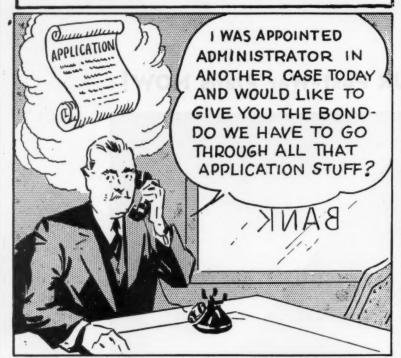


THE EMPLOYERS' LIABILITY ASSURANCE CORP., LTD. THE EMPLOYERS' FIRE INSURANCE CO. AMERICAN EMPLOYERS' INSURANCE CO.

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March

# AS SIMPLE AS THAT!





WHY DON'T YOU USE WESTERN SURETY ORDER BLANKS?

# WESTERN SURETY COMPANY

Western Surety Bldg. Sioux Falls, S. Dakota

175 W. Jackson Blvd. Chicago 4, Illinois

Agents are invited to write for samples of the order blanks developed as part of our program of success through helping agents

ONE OF AMERICA'S OLDEST BONDING COMPANIES

# **ACCIDENT AND HEALTH**

### O. H. Jessie Returns to Aetna Life

Ollie H. Jessie has been elected assistant superintendent of agencies Aetna Life. Mr.

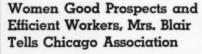
Jessie, who was an assistant secretary the accident and liability depart-ment of Aetna Life, has just re-turned to Aetna after more than two years' duty with the army at

Washington.
Mr. Jessie, a native of Richmond, became connected with Aetna in 1925. was assigned

to the Richmond office as an A. & H. special agent. He was promoted to superintendent of this department in Richmond. In 1930 he was called to the home office accident department and in 1931 was named a superintendent of the department. In this capacity he traveled widely. In 1939, Mr. Jessie was elected an assistant secretary of the accident and liability department.

Ollie H. Jessie

In 1943, he was commissioned a captain and assigned to the control division of the office of the provost marshal general in Washington as a specialist in efficiency of operation. In 1944, he was promoted to major and in the following month by was assigned to the following month he was assigned to the prisoner of war division, specializing in the employment of war prisoners.



This is a women's era, Lorraine L. Blair, Chicago brokerage manager of Mutual Benefit Health & Accident and vice-chairman woman's division National Association of Accident & Health Underwriters, told the Chicago associa-tion. Women spend most of the na-tional income and there are now 19 mil-lion women employed. Many will con-tinue to work after the war because of the shortage of marriageable men, the need for helping to support war-disabled husbands and because many will be war widows. Women have proved their abil-ity as workers and business will keep

ity as workers and business will keep them employed as a consequence. Women make good prospects for accident and health because they want to be protected, especially when they have no father or husband to fall back upon. Women have more natural fear than men and they like the idea of a life income, Mrs. Blair pointed out.

come, Mrs. Blair pointed out.

Insurance is a natural field of employment for women. Women are conservers and insurance is based on conservation. In insurance a woman can choose her own job. Women are good underwriters and good claim adjusters because they are naturally cautious. A recent survey showed that there are 57 different jobs a woman can handle in the insurance business from hasic clerical control of the contro the insurance business from basic cleri-cal work to million dollar sales producers. Women have shown their ability as agents, special agents, brokerage managers, and as general agents and managers of women's sales units.

#### Increased Pressure for Socialization Predicted

DETROIT-Further pressure towards the socialization of insurance, hospitalization and medical care, was predicted by F. E. Armstrong, professor emeritus of Massachusetts Institute of Technology and lecturer for the Michigan Health Council, before the Detroit Accident & Health Association.

When the war ends thousands of in-

surance policies will probably be dropped because of inability to pay the premiums, and agents will be hard put to it to save other thousands whose owners will get panicky when business drops and will start slashing their expenditures indis-criminately. Under such conditions, the government's trend toward favoring so-cialized insurance and hospitalization will find a much readier acceptance from the pubic than it does today when money

public than it does today when money is plentiful, he warned.

Mr. Armstrong urged agents to do their best to extend protection to the masses, because the larger the percentage of the public that has protection of insurance the less the siren call of socialized insurance and hospitalization will be heeded by the public at large.

#### Oregon Passes Public Employes' Benefit Measure

SALEM, Ore.—The Oregon legisla-ture has passed a bill establishing a re-tirement, disability and death benefit tirement, disability and death benefit system for public employes. State and other political subdivision employes, including school, must participate by contributing to the fund. City and county employes come under the act, although governing bodies of these political sub-

divisions may reject it.

The measure carried an appropriation of \$50,000, although it has been estimated that the state will contribute \$1,269, 529 to the fund annually, with employes contributing a like amount.

#### Northern Mutual Casualty on Carpet in Ohio

Northern Mutual Casualty of Chicago has been notified that a hearing will be held by the Ohio department in Co-lumbus April 4 on whether its license should be revoked and its application for license for the year beginning July 1 denied.

Charges against Northern Mutual are: That it refused to submit its books and records for examination; that it refused to submit a copy of a contract with the Agency Director Plan, Inc.; that Agency Director Plan, Inc.; refused to permit an examination of its records; that the contract between the two results in payment of excessive and ex-orbitant sums to an agency; that the company has misstated its age in ad-vertisements; that it received applica-tions for insurance from a man not li-censed in Ohio.

#### **Crockett New President** of Seattle A. & H. Club

Herbert Crockett, state agent of National Casualty, was elected president of the Seattle Accident & Health Managers Club at its annual meeting. C. H. Tull, Continental Casualty, becomes vice-president; Fred B. Wiley, Occidental Life, secretary-treasurer, and Walter Hoefflin, Pacific Mutual Life,

trustee. Mr.

Mr. Hoefflin spoke on "There's Money in Them Thar Hills," demonstrating that "man's greatest asset is his personal earning power."

High tribute was paid to H. O. Fishback, vice-president of the Northern Life, and other members of the club for their efforts in curbing adverse leg-

Lite, and other members of the club for their efforts in curbing adverse leg-islation at the 1945 Washington legisla-tive session, which has now adjourned. William Dow, Travelers, outgoing president, annouced that a committee is making plans for the club's annual party at which the officers will be installed.

#### Public Appreciation of Insurance Service Rising

The enormous increase in public appreciation of the services rendered by insurance companies in time of illness, and the activities of the companies, col1945

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# THE EUROPEAN GENERAL

REINSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

34th Annual Statement United States Branch December 31, 1944

#### ASSETS

#### Government Bonds ...... \$19,170,197.41 954,931.68 Public Utility Bonds ..... 1,079,733.17 Miscellaneous Bonds ..... 32,560.00 Railroad Stocks ..... 343,912.00 Public Utility Stocks..... 324,606.00 Miscellaneous Stocks . . . . . . . . . . . 2,637,150.00 Convention Valuations Real Estate Owned ..... 2,719.75

	\$24,954,870.54
Cash in Banks and in Office	1,373,143.84
Interest Accrued	90,756.88
Premiums in Course of Collection	
(not over 90 days)	1,833,572.53
All Other Assets	48,111.93

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	\$24,954,870.54
Cash in Banks and in Office	1,373,143.84
Interest Accrued	90,756.88
Premiums in Course of Collection	
(not over 90 days)	1,833,572.53

Total Admitted Assets......\$28,300,455.72

#### LIABILITIES

	\$ 5,143,103.06
	, -,,-,-
Compensation)	4,650,644.30
Reserve for Unearned Premiums	5,022,098.60
Reserve for Commissions	1,345,158.11
Reserve for Taxes and Other Liabilities	881,591.55
Mortgage Investment Reserve	50,000.00
	6,207,860.10
	Reserve for Losses (other than Liability and Compensation)

#### \$23,300,455.72

Deposit	t Capita	al	\$1,100,000.00
Surplus	s over	Liabilities	
and l	Deposit	Capital	3,900,000.00

Supplus	-	Policy	holdore		5 000 000 00
Surplus	TO	POLICY	yholders	 	 5,000,000.00

\$28,300,455.72

On the basis of December 31, 1944, market quotations for all bonds and stocks owned, this Company's total admitted assets would be \$28,942,617.22.

Securities carried at \$1,193,519.01 in the above statement are deposited with State Departments as required by law.

# CASUALTY, FIDELITY AND SURETY REINSURANCE

THEODORE L. HAFF United States Manager

ERNEST BRANDLI Ass't United States Manager

99 JOHN STREET

**NEW YORK CITY** 

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laborating with medical organizations, in developing new and more widely available forms of coverage, so that people will always be in a position to gain the advantage of proper medical atten-tion, were stressed by E. H. O'Connor, executive director of Insurance Eco-nomics Society, in addressing the Ad-vertising Club of Baltimore Wednesday. He cited particularly the report of the Massachusetts State Advisory Council, which showed that the number of workers customarily receiving payments dur-ing illness is far greater than five years

ago and that further increases are stead-

ily being made.

He said that both doctors and insurance companies all over the country have evidenced intense interest in the development of medical care insurance, either on a family basis or as a part of the group coverage maintained by em-

#### Gubbins Colo. General Agent

Wayne Russell of Denver, Colorado general agent of North American Ac-cident for 30 years, has retired. The

Colorado state office is now under the management of Walter F. Gubbins, transferred from the Chicago office, where he had established a record for

#### Oregon Passes Public Employes' Benefit Measure

SALEM, Ore.—The Oregon legislature has passed a bill establishing a retirement, disability and death benefit system for public employes. State and other political subdivision employes, in-

cluding school, must participate by contributing to the fund. City and county employes come under the act, although governing bodies of these political sub-divisions may reject it.

The measure carried an appropriation of \$50,000, although it has been estimated that the state will contribute \$1,269, 529 to the fund annually, with employes contributing a like amount.

#### Time Control Cleveland Topic

The Cleveland Association of Accident & Health Underwriters had as the topic for its March meeting "Organizing the Agent by Time Control." T. L. Busfield, Cleveland manager of the Retail Credit Company, told how he controls his men, outlining their inspections and the excellent results obtained.

Gilbert H. Knight, Federal Life & Casualty, presented the time control records of four of his agents covering a period of several years, showing just

period of several years, showing just what it meant in correcting deficiencies of agents and how it enabled him to point out and help agents overcome those things that hinder their success. H. H. Nunamaker, Columbia National Life, summed up the discussion.

#### **New Texas Company**

New Texas Company
Standard Reserve of Gainesville, Tex., is a new company with capital of \$25,000 and net surplus of \$12,500. It is controlled by Homer E. Koon and A. K. Robert, and will write life, accident, health and hospitalization. President is Mr. Koon; vice-president, W. C. Westbrook; secretary, A. K. Roberts, the officers and A. E. Koon and Cecil Murphy. The executive office is in Gainesville. Texas. phy. The e ville, Texas.

Medical Mutual of Cleveland has been chartered to conduct a non-profit medical and surgical plan.

# **COMPENSATION**

#### Md. Court Holds Missing Employe Dead, Awards Compensation

BALTIMORE-The Maryland court of appeals here awarded workmen's compensation death benefits to the family of T. H. Krell, who disappeared in October, 1943, while in the employment of the Maryland Drydock Company, on the ground that the circumstance of the second operations of according to the second of the seco

ment of the Maryland Drydock Company, on the ground that the circumstances warranted a presumption of accidental death. This action reversed a holding of the industrial commission and the Baltimore city people's court.

Krell was last seen on company property during working hours and his street clothes were left in his locker. His work took him near the seawall and piers, no one saw him leave the premises and the theory was offered that he had fallen into the water, but his body was never found. Evidence indicated that he had no domestic or other troubles and no other motive for absconding or committing suicide. Judge Collins laid great stress on these circumstances in declining to apply the usual rule that a missing person is presumed alive in the absence of evidence to the contrary. to the contrary.

#### **Increase Utah Benefits**

Our

58th

Year

SALT LAKE CITY-The Utah legislature has passed bills increasing compensation benefits and liberalizing occupational disease benefits. Both bills sponsored by labor were opposed by industry at the outset but an agreement was reached at a public hearing and compromise measures were enacted.

#### Would Broaden Mich. Law

LANSING, MICH.—A new Michigan senate bill would bring all employes except domestic and farm help under the compensation act. The pres-

The Home of HUMAN SECURIT

Mained over \$1,100,000.00

ACCIDENT AND HEALTH PREMIUMS

gained over \$ 22,000,000.00

LIFE INSURANCE IN FORCE

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Our 58th Year

PROVIDENT LIFE AND Since ACCIDENT INSURANCE 1887 COMPANY

Chattanooga, Tennessee

Life: Accident: Lickness: Group: Hospital

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The bill also requires employers to furnish medical or surgical care, special appliances, etc., as "long as needed" rather than for a maximum of one year, as now provided. In event of death from compensable injuries when the employe leaves no dependents as defined in the law employers or their insurers. ploye leaves no dependents as defined in the law, employers or their insurers would be required to pay the employe's parents, if any, the equivalent of two years' benefits to a single dependent while the remainder of the normal death benefits would go into the present second injury fund maintained by the state.

#### Kill Mass. Fund Bill

BOSTON—The Massachusetts senate has killed labor's 1945 version of a state compensation fund by an overwhelming

#### Dependents Covered in Minn.

ST. PAUL—The governor has signed the bill providing additional payments to widows and dependent children of workers killed in industrial accidents after the \$10,000 liability has been used up. Maximum payments per child in such cases are \$15 per month.

# **CHANGES**

### Maryland Casualty Names J. F. White

BALTIMORE—James F. White, for the last two years manager of Mary-land Casualty's

publications partment, has been appointed advertising director in charge of all advertising and pub-lic relations activities. He succeeds
David C. Gibson,
who has resigned
as vice - president and advertising di-rector, effective

rect or, effective that date.

Mr. White had broad and varied experience in newspaper work and advertising before going to Maryland as a member of its advertising department in 1934. He served on the staffs of the Baltimore "Evening Sun," "Philadelphia Public Ledger," New Orleans "Times-Picayune" and the Associated Press. He wrote for other publications during a period of extensive travel in the Far East, South Africa, South America and Europe and has contributed to magazines of national circulation. For two years he was attached to the American consular service in Nanking, China.

#### Sexton Goes to Los Angeles; Name Mercurio at Cincinnati

V. M. Mercurio has become claims manager for American Casualty in Cin-cinnati. He formerly did claim work for Travelers. Mr. Mercurio is a member of the Florida and Ohio bar and was graduated from University of Mi-

William Sexton, formerly claim man-ager in Cincinnati, is going to Los An-geles as supervisor of claims.

#### Rhode Is Minn.-Dakotas Supervisor of Amer. Auto

R. S. Chaloner, manager for the American Auto and Associated companies for Minneota and the Dakotas, announced the appointment of Grant M. Rhode as agency supervisor in charge of the three states.

Mr. Rhode has been with American

Auto for two years. For several years prior to his association with American Auto he was engaged in the automotive business. Before that he was in charge of casualty lines in Chicago territory for the United States Casualty. He has been in the business features for been in the business for twenty-five

#### Tierney Assistant Ia. Manager

DES MOINES—James F. Tierney, district supervisor of U. S. F. & G., has been promoted to assistant manager, a

newly created post, under D. Wesley Barns, Des Moines manager.
Mr. Tierney has been district supervisor since 1941 and has been with the company since 1933, previously in Denver and Harrisburg.

Honor Stevick at His 80th Year

Guy Leroy Stevick, vice-p

#### West Is St. Louis Manager

John West, formerly manager at St. Louis for Lumbermen's Mutual Casual-ty, has been appointed manager of Mer-chants & Manufacturers Indemnity there.

Guy Leroy Stevick, vice-president Fidelity & Deposit at San Francisco, is celebrating his \$0th birthday Thurs-day. He will be tendered a dinner and there will be other incidents relative to the anniversary.

Want direct-mail sales aids in accident and health? Write The A. & H. Bulletins, 420 E. 4th St., Cincinnati 2, Ohio.



THE yearly civilian accident toll in the L United States is indicated by the latest available figures: 94,000 persons killed and 9,750,000 injured in 1944, according to estimates supplied by the National Safety Council ... This is at the rate of over 37 persons killed or hurt during the approximate two minutes it takes to peruse this advertisement . . .

If you are a Manufacturer, Contractor, Subcontractor, Landlord, or Proprietor of a business you know the meaning of this appalling record—the LIABILITY and worry implied

... What can you do about it? ... Our COMPREHENSIVE LIABILITY POLICY is tailored to fit your needs . . . It carries with it SAFETY and CLAIM SERVICE by either of two of the oldest and strongest stock insurance companies in the country-a service that works day and night to prevent loss of lives, limbs, and money . . .

Make our service part of your planning in 1945 ... Let one of our agents or your own insurance broker tell you about it NOW.

Dependable

AMERICAN SURETY COMPANY

100 BROADWAY . NEW YORK



NEW YORK CASUALTY COMPANY

AGENTS AND BROKERS EVERYWHERE

One of a series of advertisements reaching your prospects in Business, General and Banking publications.

Since 1917 Bituminous of Rock Island has offered Security with Service to policyholders and agents alike. Experience proves it's worth doing . . . and Bituminous does it well.

Bituminous has had a hand in the development of many productive and aggressive agencies . . . home office and field men will be glad to tell you how it is done.



Specializing in: Workmen's Compensation, Comprehensive General Liability, Public Liability, Property Damage, Comprehensive Personal Liability and Automobile Liability.

ASSETS OVER \$12,000,000

# **ASSOCIATIONS**

#### Cathro Elected President of Detroit Claim Council

DETROIT-E. M. Cathro, American Mutual, has been elected president of the Detroit Casualty Insurance Claim Managers Council, succeeding E. B. Buchanan, Aetna Casualty. T. J. Bren-nan, Employers group, was elected vice-president and Carl F. Ingraham, Liberty Mutual secretary-treasurer.

Mutual, secretary-treasurer.

Alex Gregory, Keeler polygraph expert, discussed the use of the lie-detector perf, discussed the use of the de-detector in claim work. While its results cannot be legally accepted in Michigan courts as proof, in the hands of an expert it can be very useful to claim men in a diagnostic acceptance the control of the court of the nostic capacity, he said, enabling the claim manager to get at the truth so he can concentrate his efforts on the right person and thus save much time otherwise lost in investigation. It adapts itself best to the investigation of claims in the fidelity, robbery and theft fields, he said.

#### Review Minn. Legislation

MINNEAPOLIS—Clyde B. Helm, secretary Insurance Federation of Minnesota, reviewed insurance legislation now pending at the March meeting of the Twin City Claim Adjusters Association. Senator A. R. Johanson also discussed the insurance bills.

#### Discuss Wis. Compensation Act

Discuss Wis. Compensation Act

MILWAUKEE—Various aspects of
the Wisconsin compensation act of special interest to adjusters were discussed
at the monthly meeting of the Casualty
Adjusters Association of Wisconsin by
Harry Nelson, Madison, director of
workmen's compensation for the Wisconsin industrial commission. An open
forum discussion followed the talk, after
which Mr. Nelson discussed the recent
amendment to rule 2 of the rules of
practice of the industrial commission.
Nearly 50 attended the meeting.

#### **Atlanta Group Elects**

At the annual meeting the following were elected officers of the Atlanta Caswere elected officers of the Analta Casal aualty & Surety Association: Jesse M. Robbins president; Henry L. Young and W. Kent Timberlake, vice-presidents; R. Means Davis, secretary-treasurer; and W. W. Perrin, chairman, H. L. and W. W. Perrin, chairman, H. L. Blackwell, William A. Smith, and Sam Mangham, members of the executive committee.

# **SURETY**

#### Hering Retires in N. Y. C.; C. B. Ellin Is Successor

W. S. Hering, for 24 years superintendent of the fidelity department in the New York City office of U. S. F. & G., is retiring April 1, and Clifford B. Ellin, for 15 years assistant superintendent of the department, has been named to succeed him.

Mr. Hering joined U. S. F. & G. as head of the collection department in New York.

#### **Voting Machine Litigation**

The case of Maryland Casualty vs. Allegheny County, Pa., which Maryland has appealed to the U. S. Supreme Court involves a dispute over a performance bond running back to 1931. formance bond running back to 1931. In that year, Poole Engineering & Machine Co., contracted to deliver 1100 voting machines to Allegheny county in accordance with specifications. The machines were delivered and performed with general satisfaction in the primary and general elections of 1931. In 1932 Poole was adjudged a bankrupt and later that year the county gave notice to Poole's trustee in bankruptcy of certain minor alleged defects in the ma-

chine. Claiming fundamental defects and without prior demand on Poole's trustee or on Maryland Casualty, ac-cording to the latter's brief, the county expended more than \$800,000 to redesign and reconstruct the machine. recover the amount covered by the bond the county brought court action.

# PERSONALS

several years' experience with National Surety and U. S. F. & G.

James Beatty, Cleveland manager of Travelers, has been on a Pacific Coast

D. Loring, Chicago manager of American Automobile, is entering the hospital this week for a minor operation will keep him away from his desk for about three weeks.

### DEATHS

#### Morris, Former Standard Sur. & Cas. Head, Dies

Frank G. Morris, president of Standard Surety & Casualty from its organization in 1928 until he retired in March,



FRANK G. MORRIS

1938, died at Falmouth, Mass. been in insurance 36 years when he re-tired. He started with the U. S. branch of Ocean Accident in 1902 and served in various capacities until 1917 when he was appointed assistant U. S. manager.

Pfc. M. A. Lawrence, 19, mortar infantryman formerly in the Detroit branch office of American Automobile, died after his capture by the Germans from wounds received on Feb. 2. He had been in service since December, 1943, and overseas since last October.

Hugh F. Kennedy, 58, auditor of the Louisville office of Travelers, died at a hospital there after six weeks' illness.

A. B. C. Bray, Sr., 79, vice-president of Virginia Health & Accident, Richmond, died at Ronceverte, W. Va. He was especially prominent in Masonic

#### Enter Plane Liability Field

American Mutual Liability and Lum-American Mutual Liability and Lumbermen's Mutual Casuaty of Illinois have entered the aviation liability insurance field. Both companies have made independent rate and policy filings with the New York insurance department.

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# **NEWS OF THE CASUALTY COMPANIES**

#### American Automobile Dividend Is Doubled

American Automobile has paid a quarterly dividend of 50 cents on its old \$10 par value shares which is the equivalent of 20 cents a share on the new \$4 par. In the past American Automobile 1. \$4 par. In the past American Auto-mobile has been paying a quarterly divi-dend of 25 cents a share or one-half the new amount.

#### Correction on Penna. Table

The Pennsylvania casualty table in last week's issue showed Travelers Inlast week's issue showed fravelers indemnity with no automobile liability premiums or losses. This was due to a
transposition. The company had \$476,
205 premiums and \$108,589 of losses
under auto liability, \$36,427 premiums
and \$465 losses under other liability and and \$405 losses tinder other hability and no workmen's compensation. This makes the auto liability totals \$17,183,959 and \$7,099,475, other liability \$7,658,996 and \$1,207,494 and workmen's compensation \$40,428,070 and \$14,747,954.

#### Utica Mutual Surplus Error

In the March 8 issue Utica Mutual surplus was listed as a decrease of \$541,543. Actually Utica Mutual policyholders' surplus was \$4 million on Dec. 31, 1944, an increase of \$408,456. The error arose in comparing the 1943 surplus that included a special contingent surplus of \$950,000 with a 1944 surplus that excluded this item.

#### Security Mutual Makes Gains

Security Mutual Makes Gains

The annual statement of Security Mutual Casualty made public by its reinsurance underwriters, Excess Underwriters, Inc., shows an increase of \$1,290,449 in assets, the figure now being \$13,153,383, an all time high. Cash and government bond holdings increased \$850,000 to \$7,163,269. Such holdings are more than 50% of assets.

Net surplus and guaranty funds remain unchanged at \$3,200,000 but the vountary reserve of \$3,484,798 shows an increase of \$710,598. Surplus to policyholders plus voluntary reserve aggregates \$6,684,798 which exceeds by more than \$1,100,000 the reserves for losses and unearned premiums.

and unearned premiums.

American Employers—Assets, \$22,570,-668; inc., \$3,007,156; unearned prem., \$4,842,829; loss res., \$929,289; liab. res., \$4,819,856; comp. res., \$4,330,168; capital, \$1,000,000; surplus, \$3,500,000. Experi-

	Net Frems.	Losses Pd.
Accident	.\$ 76,538	\$ 17,636
Health	. 14,870	3,006
Group A. & H		14,609
Auto liability	. 2,797,100	923,194
Other liability		264,151
Workmen's comp.	. 4,782,796	1,948,852
Fidelity	343,195	36,983
Surety	293,965	20,618
Glass	185,385	70,123
Burglary and thef		125,532
Boiler and mach	178,175	48,679
Auto prop. damage		483,269
Auto collision		47,885
Other P. D. and co.	11. 147,628	18,544
Total	\$12,093,590	\$4,022,991

Associated Employers Lloyds, Tex.—
Assets, \$2,195,567; inc., \$1,403,313; unearned prem., \$1,159,342; loss res., \$60,654;
llab. res., \$37,538; comp. res., \$247,551;
capital, \$300,000; surplus, \$311,809; inc.,
\$134,675. Experience: \$134,675. Experience: Auto liability . \$ 48,273 \$ 18,410 Other liability . 20,574 2,794 Workmen's comp. . 497,982 236,276 2,794 236,276 
 Burglary and thert.
 1,557

 Reinsurance assumed—fire
 1,094,783

 Auto prop. damage.
 28,800

 Auto collision
 10,059

 3,796

 Other P. D. and coll.
 2,624

 Other auto
 14,329

 3,515

 Total
 \$1,719,357

 \$289,285

Beneficial Standard Life—Assets, \$774,-850; inc., \$249,886; unearned prem., \$75,-951; capital, \$250,151; surplus, \$250,617; inc., \$124,501. Experience:
Policy fees ...\$ 127,510 .....
Accident ...298,737 \$ 77,347

Ne	et Prems.	Losses Pd.
Health	366,842	64,922
Non-canc. H. & A	4,779	2,114
Total	797,868	\$ 144,413

Canadian Indemnity — Assets, \$1,173,-975; inc., \$148,982; unearned prem., \$240,-075; loss res., \$25,028; liab. res., \$251,080; statutory capital deposit, \$300,000; surplus, \$263,104; inc., \$8,901. Experience: Auto liability .... \$8,2568 \$ 27,659 Other liability .... 70,762 10,431 Burglary and theft. 29,251 5,409

		-	Net	Prems.	Los	ses l	Pa.
Auto r	rop.	damage		37,657		18,5	42
		and col		5,289			
Total	1		. 3	225,528	\$	62,0	71

Consolidated Taxpayers Mut., N. Y.—
Assets, \$2,349,428; inc., \$266,379; unearned prem., \$843,608; loss res., \$220;
liab. res., \$664,829; spec. cont. res., \$244,973; surplus, \$536,955. Experience:
Liability ... \$1,097,755 \$ 299,522
P. D. and coll... 1,510 163
Total ... \$1,099,266 \$ 299,685

Total ... \$1,099,266 \$ 299,685

27,659 Farmers Automobile, Ill. — Assets, 10,431 \$1,165,523; inc., \$175,194; unearned prem., 5,409 \$218,387; loss res., \$77,570; liab. res., Cal.—Assets, \$11,311,624; inc., \$1,498,036;

Ne Ne	t Premi	. Le	sses Pd.
\$222,640; surplus, \$42	5,060; 1	nc.,	\$45,398.
Experience:			
Auto liability\$	192,293		29,564
Other liability	4,491	7	801
Auto prop. damage.	83,97	1	31,797
Auto collision	311,091	l	189,532
Other auto	107,27	R	38,990
Total\$	699,13	1 \$	290,687

Accident & Health.. \$ 119,027 \$ 36,771

# When you represent the



your agency benefits by association with a company whose financial stability is unquestioned, whose signature is a guarantee of integrity and whose quick and equitable loss settlements assure the continued good will of your clients.

FIDELITY AND SURETY BONDS - BURGLARY, ROBBERY, FORGERY, GLASS AND OTHER NEEDED FORMS OF INSURANCE

# FIDELITY AND DEPOSIT COMPANY OF MARYLAND

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# "WHAT MISTAKE

# BIG DAMAGE SUIT PENDING-NO DRAM SHOP LIABILITY INSURANCE POLICY

The building may be sold by court order to satisfy a judgment.

Yes—it is a big mistake for the owner of a building in which there is a tavern, restaurant or club serving intoxicating beverages, to be without Dram Shop Liability Insurance.

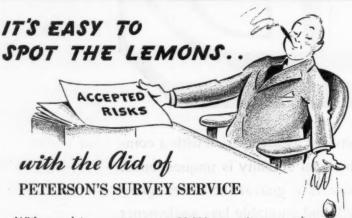
Courts and juries seem to favor the "have nots." The "have" must pay.

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With complete reports on over 20,000 stores in the Detroit area in its survey files, the Peterson Glass Company is assisting underwriters every day in reducing plate glass loss ratios by enabling them to spot risks with bad experience.

Each of the 20,000 reports is a complete record of plate glass replacements made by Peterson Glass Company over a period of years.

You are welcome to use this exclusive Peterson Survey Service in reducing your plate glass loss ratio and increasing your underwriting profit.



PETERSON GLASS 2833 JOHN R ST., DETROIT

Net Prems. Losses Pd. Net Prems. Losses Pd.
unearned prem., \$2,499,487; loss res.,
\$1,043,209; liab. res., \$2,456,670; surplus,
\$4,655,634; inc., \$335,669. Experience:
Auto liability ....\$3,572,758 \$ 909,834
Other liability ....\$15,309 3,172 Other Hability .... 15,309
Auto prop. damage. 1,534,720
Auto collision .... 3,144,487
Other P. D. and coll. 1,702
Other auto .... 1,967,944 587,771 2,067,781 1,274 569,990 Other auto ...... 1,967,944 569,990 Total ......\$10,236,920 \$4,139,822

Workmen's comp. .. 2,207,136 Fidelity Glass
Burglary and theft. 48,604 134,665 578,679 155,503 161,909 45,258 Boiler and mach... 155,503 46,258 Auto prop. damage 596,438 310,672 Auto collision ... 13,368 8,278 Other P. D. and coll. 77,938 24,916 Total ........\$6,731,410 \$2,403,214

Employers' Liability—Assets, \$58,665,-892; inc., \$4,237,307; unearned prem., \$11,455,086; loss res., \$2,121,159; liab. res., \$9,397,756; comp. res., \$14,032,903; statu-\$ 106,674 | Section | Sect 289,725 2,509,328 1,121,584 5,647,469 23,902 Glass 158,747 Glass ... 343,501 158,747
Burglary and theft 1,063,110 259,637
Boiler and mach ... 665,973 128,315
Auto collision ... 226,020 94,631
Auto prop. damage 2,196,271 991,419
Auto collision ... 226,020 94,631
Other P. D. and coll 478,209 159,376
Total ... \$28,899,828 \$11,566,498

Farmers Mutual Liab. Ind.—Assets, \$1,192,864; inc., \$206,502; unearned prem., \$346,870; loss res., \$63,885; llab. res., \$197,473; comp. res., \$97,165; surplus, \$425,237; inc., \$99,154; cont. res., \$50,000. Experience: 
 Experience:
 179,056
 \$ 43,616

 Auto liability
 6,846
 229

 Workmen's comp.
 130,838
 57,399

 Auto prop. damage
 151,995
 40,794

 Auto collision
 185,177
 149,516

 Total
 \$ 653,912
 \$ 291,554

Founders Mut. Cas., Ill.-Assets. \$116 .-339; comp. res., \$36,057; capital, Mutual; surplus, \$76,823. Experience: Workmen's comp...\$ 98,978 \$ 42,908

Yorkshire Indemnity—Assets, \$4,718,-918; ins., \$536,387; unearned prem., \$735,-847; loss res., \$371,173; liab. res., \$683,-244; comp. res., \$9,180; capital, \$750,000; surplus, \$126,755; inc., \$131,519.

Globe Indemnity—Assets, \$51,812,622; inc., \$3,240,402; unearned prem., \$8,305,-104; loss res., \$2,514,949; liab. res., \$7,-023,575; comp. res., \$6,700,458; capital, \$2,500,000; surplus \$10,000,000; vol. res., \$151,515,829. Experience:
Accident ....\$455,170 \$123,198
Health ....\$2,070 24,147
Group A. & H. 182,389 46,695 Accident \$ 455,170
Health 82,070
Group A. & H 182,389
Auto liability 5,299,662
Other liability 2,610,298
Workmen's comp. 6,150,951
Fidelity 606,113 2,818,907 46,084 Surety 404.034 

Goodville Mutual Cas., Pa.—Assets, \$265,336; inc., \$14,245; unearned prem., \$74,180; loss res., \$3,371; llab. res., \$33,099; surplus, \$150,443; inc., \$8,877. Experience: Auto llability \$87,425 \$6,260 Auto prop. damage. 60,933 9,839 Total \$148,358 \$16,100

Guarantee, N. A.—Assets, \$2,015,913; dec., \$32,031; unearned prem., \$182,226; loss res., \$122,558; capital, \$250,000; surplus, \$1,345,451; inc., \$51,152. Experience: Fidelity \$180,714 \$43,774 Surety 119,073 4,601

Total \$299,788 \$48,375

Farm Mutual, Ind.—Assets, \$1,503,658; ac., \$183,114; unearned prem., \$268,103;

Net Prems. Losses Pd. loss res., \$138,089; liab. res., \$313,685; surplus, \$495,651; inc., \$12,427. Experience:
Calf club ......\$
Auto liability ..... 52,804 10,995 66,173 38,459 6,898 53,366 170,299 419,030 th. au. schl. b. bd. 2,138 ...... Total ......\$1,082,898 \$ 388,947

Hardware Indemnity, Minn.—Assets, \$2,973,458; inc., \$645,175; unearned prem., \$995,898; loss res., \$120,604; liab. res., \$963,030; comp. res., \$152,279; capital, \$400,000; surplus, \$268,196; lnc., \$36,387. Experience:
Auto liability ..... \$ 730,378 \$ 222,593
Other liability ..... \$ 386,652 51,022 Other liability ..... 386,652 Workmen's comp.... 400,692 106,831 Plate glass . . . . . 63,034
Burglary & theft . . 110,940
Auto prop. damage . 346,317
Other P. D. and coll. 72,520 19.137 ther P. D. and coll. 72,520 16,023 Total ......\$2,110,533 \$ 579,517

Home Mutual Casualty, Wis.—Assets, \$504,798; inc., \$79,684; unearned prem., \$116,355; loss res., \$19,229; liab. res., \$144,-442; surplus, \$183,490; inc., \$21,096. Experience.

perience:		
Auto liability\$	158,984	\$ 63,946
Medical payments	10,126	278
Comprehensive	6,310	75
Glass breakage		
(auto)	1,119	1,152
Auto fire	8,166	
Auto theft	8,351	5,764
Auto tornado and hail	1,832	
Auto prop. damage.	57,307	24,191
Auto collision	22,165	9,926
Auto trailer	105	
Auto towing & cargo	626	145
Total\$	275,091	\$ 105,477
	_	

Home Mutuni, Ia.—Assets, \$1,587,316; unearned prem., \$598,622; loss res., \$76,773; liab. res., \$210,601; surplus, \$658,325; inc., \$42,337. Experience: Auto llability \$275,505 \$85,349 Auto prop. damage \$275,943 96,760 Auto collision 180,270 118,251 Other auto 210,782 87,631 Total \$942,500 \$387,981

Illinois Commercial Men's — Assets, \$1,414,946; inc., \$187,435; surplus, \$978,-052; inc., \$17,631.

Illinois Traveling Men's Assets, \$715,822; inc., \$31,62 \$453,840; inc., \$192,416. \$31,624; surplus,

Hinois Agricultural Mutual—Assets, \$3,854,521; inc., \$346,519; unearned prem., \$878,231; loss res., \$493,631; liab. res., \$994,014; surplus, \$768,656; dec., 64,148. Experience Auto liability ....\$ 842,061 \$ 158,858 Other liab. employ. 162,934 39,769 162,934 3,700 94,957 265,436 2,844 18,138 3,434 

 Comprehension
 18,138
 3,430

 Cargo
 18,138
 163,858

 Auto prop. damage
 390,314
 163,858

 Auto collision
 1,248,076
 686,724

 Livestock
 2,794
 1,347

 Total
 \$3,031,254
 \$1,141,544

Mutual Automobile, Wis.—Assets, \$333,249; unearned prem., \$76,778; loss res., \$8,606; liab. res., \$38,302; surplus, \$77,030. Experience:
Auto liability .....\$ 87,069 \$ 46,491 Fire 4,439 Towing 1,832 9.823 2,206 auto 7,185

Order of Railway Employees—Assets, \$1,122,903; inc., \$73,357; unearned prem., \$4,933; loss res., \$200,870; surplus, \$335,-168; inc., \$44,866. Experience:

Accident & Health... \$758,196 \$ 418,927

Teachers Protective Union—Assets, \$1,551,318; inc., \$192,011; unearned prem, \$171,017; loss res., \$47,216; old age benefit res., \$549,006; non-can A&H res., \$330,-000; surplus, \$451,730; inc., \$100,904. Experience: perience Accident & Health. \$ \$564,418 \$ 350,846

Royal Indemnity-Assets, \$48,758,898; inc., \$4,127,222; unearned prem., \$9,216,609; loss res., \$2,224,399; liab. res., \$5,879,665; comp. res., \$8,164,888; capital,

Accide Health Group Auto Other Workn Fidelit Surety Glass Burgla Boiler Auto I

March

383; in 356,560 \$733.71 \$700,00 Experi Accide: Auto li Other Workn Fidelit Boiler Auto p Auto co Other I

Pacif

Tota

inc., \$3
789; los
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803. E Acciden Auto 1 Other Fidelit urety Burgla Boiler Auto p Auto c Other I 2. 1945

313,685; Experi-

52.047

10,995 29,318 6,898 9,387 62,476

217,091

388,947

prem., b. res., capital, \$36,387.

51.022 106,831

146,277

579,517 Assets.

63.946

278

1,152

5,764

9,926

105,477

587.316: ss res., s, \$658,-85.349

, \$978,ealth-

surplus,

Assets,

64.148.

13,123 74,431

1.141.544

ssets, 78; loss surplus,

415

\$2,500,000; surplus, \$7,500,000; vol. res., \$9,935,624. Experience: 3,517,373 46,563 —9,659 106,610 257,441 164,453 Workmen's comp. 8,569,786
Fidelity 547,322
Surety 295,331
Glass 261,238
Burglary and theft. 1,077,558
Boller and mach. 530,289
Auto prop. damage. 1,344,637
Auto collision 49,681
Other P. D. and coll. 255,977
Total \$19,458,843 805,998 22,483 75,320

Security Mutual Cas .- Assets, \$13,153,-383; inc., \$2,290,449; unearned prem., \$1,-366,560; loss res., \$154,377; liab. res., \$733,710; comp. res., \$3,291,629; spl. res., \$700,000; surplus, \$2,500,000; dec., \$500,000. Experience:

Accident	1,211 \$ 760
Auto liability 27	77,631 72,668
Other liability 29	6,936 76,529
Workmen's comp 2,37	74,659 1,026,866
Fidelity 1	3,494 236
Surety	4,882
Burglary & theft	3,425 2
Boiler & machinery. 5	5,873 25,000
Auto prop. damage 4	5,984 10,589
Auto collision	91
Other P. D. & coll 2	6,727
Total\$3,10	

Pacific Indemnity—Assets, \$24,599,951; inc., \$3,125,168; unearned prem., \$4,329,-789; loss res., \$820,734; liab. res., \$2,659,-710; comp. res., \$6,199,140; capital, \$1,500,000; surplus, \$7,087,650; inc., \$1,693,-803. Experience:

Accident	3,843	\$ 735
Auto liability	1,783,509	698,135
Other liability	1,085,970	245,553
Workmen's comp	8,389,723	4,226,801
Fidelity	197,143	49,014
Surety	204,864	-1,640
Glass		22,904
Burglary and theft.	120,795	25,679
Boiler and mach	432,432	69,504
Auto prop. damage.	729,597	399,146
Auto collision	783,804	436,782
Other P. D. and coll.	218,799	59,385

 Net Prems.
 Losses Pd.

 Other auto
 534,622
 184,772

 Total
 \$14,522,015
 \$6,416,760

Pennsylvania Casualty—Assets, \$6,524,-936; unearned prem., \$1,229,661; loss res., \$595,901; liab. res., \$2,500,783; comp. res., \$120,194; capital, \$1,000,000; surplus, \$643,028. Experience:
Accident & health...\$838,530 \$ 411,665
Auto liability ... 1,904,466 2,087,398
Other liability ... 164,183 42,444
Workmen's comp. ... 331,594 137,908
Glass ... 10,242 1,025 10.243 30,679 938,351 11,573 862,150 14,956 Total .....\$4,233,905 \$3,559,208

Truck Ins. Exchange, Cal. — Assets, \$2,901,694; inc., \$620,680; unearned prem., \$565,614; loss res., \$399,625; liab. res., \$647,220; comp. res., \$128,074; surplus, \$743,794; inc., \$191,906. Experience:
Auto liability .....\$ 966,625 \$ 368,492
Other liability .....\$ 90,046 12,188
Workmen's comp.... 196,192 62,815
Auto prop. damage. 558,308 266,022
Auto collision ..... 449,826 272,578 Auto collision ... 449,826 272,578
Other P. D. and coll. 10,603 582
Other auto ... 434,177 170,499
Total \$2,705,777 \$1,153,176

## Staggering Amount of Work to Be Done

(CONTINUED FROM PAGE 23)

enacted in enough states to test it, a joint program based on this experience could be ready for adoption before the

moratorium expires.

Perhaps the greatest task in the stag-Perhaps the greatest task in the staggering amount of work to be done between this session of the state legislatures and the next is to bring together in full cooperation toward a common goal state administrators and the executives of all branches of the insurance industry, said Mr. Sawyer. This is essentially an educational program.

"I am fearful that we have in all

branches of the industry a few executives who still think these things cannot happen to insurance," he added. "If there are such they must understand that these things can be done and have been done." been done.

The principles of the casualty and surety rating bill are satisfactory principles for state regulation of all branches of insurance. Details to make those principles applicable to other kinds of insurance differ.

In states there is a natural tendency toward individuality, a perfectly justifiable attitude under the old rules. But under the new rules, individuality must not be carried to the point where it prevents a high degree of uniformity in the functioning of the carried to the point where it prevents a high degree of uniformity in

prevents a high degree of uniformity in the functioning of insurance. This again is largely an educational matter. State administrators must teach themselves to keep constantly in mind all of the federal aspects of state regulation.

If state administrators insist upon practices which are locally desirable but have no direct relationship to public welfare, and if insurance executives attempt to withhold from regulation phases of insurance which obviously should be regulated, we shall have ahead of us many years of uncertainty, bickerof us many years of uncertainty, bicker-

ing and litigation.

All this means that whether we like it or not we must all accept the new

rules and play ball. Individual views must be subordinated to the common good. We must have sound leadership both in the states and in the business. Sound action must not yield to arbitrary views of prima donnas either in state government, the federal government or in the inverse industries.

in the insurance industry.

Saying that there always has been and probably always will be difference of opin-ion over the relative merits of state and federal regulation, Mr. Sawyer said it is his personal view that strong reasons can be urged to support either position but that two reasons have kept him inbut that two reasons have kept than clined toward state regulation. First, insurance can better be regulated to meet local conditions if it is regulated by the state rather than being pushed to a uniform federal pattern. Second, by the state rather than being pushed into a uniform federal pattern. Second, decentralization of supervision makes it more difficult for pressure groups to work their will and insurance is too important a part of the country's economy to be subjected to pressure groups. To establish a workable system of state regulation, all concerned must recognize fully the legal aspects of federal and state regulation of interstate commerce. State laws must be limited to proper exercise of constitutional state

to proper exercise of constitutional state authority. Otherwise state laws cannot authority. Otherwise state laws cannot stand. Second, state administrators must recognize fully the need of the in-

# American Casualty Company American Aviation & General Insurance Company

READING . PENNSYLVANIA



#### FINANCIAL STATEMENTS

December 31, 1944

#### AMERICAN CASUALTY COMPANY of READING, PENNSYLVANIA

							ts										
Cash J. S. Government Bonds																.\$	875,121.27
J. S. Government Bonds		0															2,922,246.88
Other Bonds				2			4	2									1,796,643.75
tocks: (other than wholly	0	W	ne	d i	igi	0 1	iffi	lia	tte	:)	0	.0.					1,758,468.27
stock: American Aviation	ĕε	G	en	er	21	In	SU	Ir i	m	ce	C	OΠ	np	an	y	0 0	
Mortgages Premiums in Course of Co	ů.		2		à	r.	-	:	0	1	0	0	0.				333,882.20
Accreed Interest	110	CU	110	n	614	VO	1 4	JV	er	du	ie)	,					1,572,858.86
Accrued Interest Reinsurance and Other Ac	im	:	-	1 4					9								16,273.38
Iome Office Building	LALL	361	ieu	20	133	er.	3			0	9						45,164.73 233,138.66
The second secon	•		•	٠	•			•						9			10 544 401 53

L	iab	21	21	ies								
Unearned Premiums											. \$	3,263,459.93
Claims									0	0		3.304,624.06
accided Commission:	ъ.	1		0 0					0.			382,434.80
expenses, Dividends a	and	I	23	es								310,420,19
eserve				. 3		Z	83	,,,	3	$Z_{s'}$	18	
					1	,5	00	0,0	0	0.0	00	

Reserve for L Reserve for A Reserve for A Reserve for E Voluntary Re Capital . . . . Surplus . . . 

#### AMERICAN AVIATION & GENERAL INSURANCE COMPANY

								550									
Cash U. S. Governmen				0												. 5	108,832.66
O. S. Governmen	t Bo	nds				*				8	*	*					502,343.75
Other Bonds	0 0	0 0	9 0				9										273,200.00 132,562,50
Stocks	irse o	of C	oli	ec	tic	'n	à	Ve	200	o.	res	di	ne)			0	28 506 29
Accrued Interest Reinsurance and																	2,003.62
Reinsurance and	Othe	er A	554	ets			9		0						0		4,613.92
																	1,052,062.74
					- 7		_ 2		30		_						

		_		,,,,	-							
Reserve for	Unearned	Premiums									.\$	
Reserve for Reserve for	Losses .		0 0									5,427.35
Reserve for	Expenses :	and Taxes			0							5,398.10
Capital						. 3	56	Ю,	00	0.0	00	
Surplus .			0 0	0	0			0,0				
POLICYHO	OLDERS' S	URPLUS		0	0							990,693.52
												1.052.062.74

SERVING AMERICA SINCE

PIONEERING is a task that calls for determination and courage and leadership. Its reward is in seeing a new idea become an accepted and established practice. Pacific Employers has pioneered various Casualty coverages, and has witnessed yesterday's innovation become today's method. This pioneering has, in turn, enabled our producers to be first in new business fields — an example of what we mean by

"SERVICE THAT RENEWS"

# PACIFIC EMPLOYERS INSURANCE COMPANY

VICTOR MONIGOMERY. President

A Capital Stock Casualty Insurer

HOME OFFICE: 1033 SOUTH HOPE STREET, LOS ANGELES - 15

758,898; \$9,216,-es., \$5,-capital,

MUX

1,832 170 13 71.770 -Assets

418,927 Assets. prem, benefit

\$330,-04. Exsurance business for a high degree of uniformity in rating plans and practices and in coverage and policy forms. Otherwise, the business may be forced to seek federal regulation in order to recognize fully the need for adequate state administration and must provide the necessary funds adequately to staff insurance departments with competent personnel to dispatch additional work.

#### Behrens' Death Removes **Vibrant Insurance Force**

(CONTINUED FROM PAGE 24)

and he did it with success. He became very much interested in what was then known as industrial accident and health. He was sales-minded. He knew how to build a sales organization. It was this experience that was important in later years because his salesmanship instincts were greatly developed and strengthened. Furthermore he became imbued with the importance of accident and health insurance, especially industrial. Mr. Behrens was making a name for himself in this particular field.

H. G. B. Alexander was president of Continental Casualty which wrote a large accident and health business, commercial and industrial. He felt that the company should extend its operations and engage in some of the other cas-

#### BROADENED SCOPE

He picked Mr. Behrens to do the pioneering work. Mr. Behrens did not have any knowledge of casualty lines but began a study of them. Roy Tuchbreiter, who had been educated in the casualty business in Chicago, was in charge of the accident and health department of Continental Casualty in New York City. He was brought to Chicago and assisted Mr. Behrens materially in the promotion of the casualty line. of the casualty line.

Throughout his career from that time Mr. Behrens had a very wholesome re-

gard for accident and health insurance gard for accident and health insurance and always insisted that it should be the backlog of Continental Casualty's busi-ness. Mr. Behrens during this early period became a profound student of salesmanship and developed into an agency executive.

#### Established Fundamental Rules

During his entire life Mr. Behrens based his business philosophy on certain based his business philosophy on certain fundamental principles that he contended should be strictly followed. In his relationships with agents and others he desired always to be honest and fair in his dealings. In his intercourse with them he was frank in his statements and colid in his advice. He did not hesitate solid in his advice. He did not hesitate to tell a man his faults if he thought they could be corrected. He used disciplinary methods if necessary.

#### Belief in Young Men

One of Mr. Behrens' chief characteristics was his belief in young men. He built his organization by employing built his organization by employing young men whom he regarded as having exceptional talent. He often said that when he employed a man for an imwhen he employed a man for an important position he wanted one of "presidential timber." Mr. Behrens believed that young men were more responsive than older ones, they were more easily trained, more ambitious and they had a career to make. Therefore he would employ men of real ability, keep in touch with them, give them responsibility and thus build them up. He realized the fact that a man did not grow when he was kept in a dependent position and had to have someone make his decisions.

Mr. Behrens, when he became head of Mr. Behrens when he became head of his organization would go on long vaca-tions and leave the work in charge of men that he had selected and in whom he had great confidence. He desired to give them some schooling in administra-tive work and he often stated that these men grew more rapidly when he was away and had to reach their own conclusions.
Mr. Behrens was a student of human

and that enabled him to construct the kind of an organization that he had in mind. He followed the method of

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Depositor's Commercial Forgery

& Alteration

(Insured's Issue)

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Junior Series "B" Bond

written in optional amounts for larger risks.

planning his work and planning the course his organization should take. He was not slow to consult with his lieutenants. He made the way easy for them to seek him in his office and at times he has been known to change his opinion after a consultation with these men. He believed in a man studying his own position and its possibilities. He wanted his men to reach their own conclusions. Mr. Behrens often told his associates that if they were in doubt as to any project that they had in mind to drop it. He wanted any work to be well planned and to have the confidence of the one who was behind it.

Perhaps Mr. Behrens' attitude toward his fellow executives was best illustrated in the employment of Floyd N. Dull, vice-president in charge of the eastern department in New York City. Mr. Behrens realized that some new setup in that territory was needed. His fellow executives and he were in accord. He went on a cruise to Rio de Janeiro. While he was on the ocean Roy Tuchbreiter happened in New York and discovered that Mr. Dull might be in a receptive mood to become the fountain head of the Continental Casualty or-ganization in New York City. Mr. Tuchganization in New York City, Mr. Luch-breiter had an interview with him and he employed Mr. Dull although he could not get in touch with Mr. Behrens. At that time he offered Mr. Dull \$3,000 more a year than he himself was re-ceiving. He hastened back to Chicago and with Senior Vice-president M. P. Cornelius called a meeting of the directors and Mr. Dull was elected vice-president and put in charge of the east. Mr. Behrens had no knowledge of the cation until he returned. Yet he had action until he returned. Yet he believed in that sort of initiative. convinced that when men of sound busiconvinced that when men of sound business judgment agreed on a proposition and there was no doubt in their minds it should be put through. He had paved the way and he was perfectly satisfied if his lieutenants could fill the gaps.

Mr. Behrens' predeliction to planning ahead was evidenced by the fact that before he left for Belvidere Island on this last journey he had everything set out just as if he knew he would not be again

at the helm.

#### Man of Brilliant Attainments

Mr. Behrens was a thinker, a man of brilliant mentality. He was quick to discern strength and weakness in any proposal that was made. He did not mince words nor did he tarry very long in reaching a decision. The Continental organization can point to but few interest where his point to but few interests where his positive was presented. stances where his analysis was wrong and his conclusions incorrect. He had the ability of reaching correct conclusions. There were never any loose ends hanging around. This type of mind was due to Mr. Behrens' actuarial training and his delight in actuarial and other science.

Mr. Behrens was not so greatly in-terested in the different casualty lines, as he felt they were not scientifically con-structed and that their reserves were uncertain. However, he did realize the importance of having a multiple system in company and agency development.

#### TWO LATER AMBITIONS

In Mr. Behrens' administrative work and in his relationships he did not attempt to use any sharp practices or un-fair tactics. He often said that he did not want to profit by the misfortunes or mistakes of others. He told his men when they saw an agent in trouble or one confronted with serious problems they should endeavor to do everything for him. If they found that he was get-ting weak they should try to strengthen

Mr. Behrens had in recent years two thoughts of accomplishment in mind that he was earnestly and sincerely desirous to have materialized. The first was to have the Continental organization own its own building and that structure should reflect the strength and majesty

of the companies. Therefore when the Continental companies purchased the Straus building at 310 South Michigan avenue, Chicago, one of his ambitions was realized. He was the man who first conceived the building project. At one time he had a proposal to purchase the Austin building on Jackson Blvd., but it fell through.

Another aim in Mr. Behrens' later life was to have Continental Assurance li-censed in New York. He felt that a legal reserve company in the west added to its prestige and influence by complying with New York laws when operating in the state. And that ambition was

realized last year.

#### Stabilizing Influence

Probably Mr. Behrens' main usefulness to his organization was his stabiliz-ing influence. He was quick to discern anything that he felt was dross. he was a dreamer in a way he was practical in his visions. He did not want anything undertaken that might lead to embarrassment. Therefore he aimed to keep his organization moving along in a steady, firm line.

Mr. Behrens was not at any time a showman. He did not seek the center of

the stage but his work was done largely in planning the play. He felt the need of associating with men of substance, those who had made a success in life and who had healthy notions. There-fore, he sought the friendship of men of that type, getting their opinions and comparing theirs with his.

Interest in Investments

During the last 20 years Mr. Behrens paid great attention to investments. He believed that there are certain fundamental principles guiding safe invest-ments. He was not so much concerned ments. with learning about a special institution as he was to know on what kind of a foundation it was built. He would have some of his lieutenants look into the institution itself but he was very anxious to know of what it was constructed.

Mr. Behrens was not a man who loved money. If he had worshipped at this shrine he would have been immensely wealthy, because he was most successful in his investments and his

business procedure.

#### Had a Charitable Mind

He had naturally a charitable mind. He was philanthropic. He aided causes and people yet few knew of this work of his hand.

In the institutions outside of his own in which he became interested he felt that he might contribute something to

their well being.

Summing up Mr. Behrens' business philosophy it might be said that he made and devised the pattern on which his organization was to build. He left the building to those associated with him. He wanted the pattern, however, to be correct.

It was natural with a man of Mr. Behrens' scientific training in his study and contemplation of religion he should desire to apply scientific methods to the interpretation of its principles and teachings. He had become convinced, for example, that Christian Science could present a successful attempt to interpret religion from a scientific standpoint and make it more logical and practical. Hence he embraced that faith and during many years he found much personal help in pursuing his investigation of its tenets and principles. He was a consistent follower of that line of thought in its application to religion.

Mr. Behrens had a compelling ambi-

tion to build an insurance organization in Chicago that would be a credit to the city. He realized that Chicago in the past has had rather a dark reputation from an insurance standpoint so far as its local institutions were concerned. It has now and it has had some excellent companies. However, those that have fallen by the wayside, especially those that failed, those that have been racke-

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# ANCHOR CASUALTY COMPANY

SAINT PAUL 4, MINN. **Anchor Your Bond Business** 



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### Cite Miners' Insurance Problems

WASHINGTON—Arguing in support of his 10-cent per ton of coal royalty proposal for health insurance, medical service, etc., of miners (which the mine owners have rejected), John L. Lewis, president United Mine Workers of America, told the joint wage conference of coal producers and miners here that "investment in insurance has been held to be non-inflationary. In fact, it is considered an anti-inflationary method of investing funds. It does not increase values. It does not lower the purchasing value of the dollar. It does make a contribution toward the preservation of economic stability, toward increased industrial efficiency, to the lowering of costs of production, and, in addition, makes a tremendous human contribution of value to those who are interested in such things, in reducing the sum total of human sorrow and human agony now prevalent, and existent in our most hazardous of all industries.

Cites Southern Pacific Change

#### Cites Southern Pacific Change

In connection with this proposal, the "UMW Journal" reports that a special commission named by the Montana supreme court has recently "removed control" of the Southern Pacific Railroad Co. "77-year hospitalization system from company domination, giving to the railway unions the majority board control."

According to the "Journal" misman.

to the ratilway unions the majority board control."

According to the "Journal," mismanagement by the company was found and the withholding of professional information. It declares that the time is past when employers "can dominate the medical care, hospitalization, housing and all else involved in social security which affect the lives of their employes. "The question for the coal industry to decide is whether it will be done within the industry, or by cooperative socialized agencies organized by professional promoters who will take toll."

Lewis declared that his miners "are entitled to have insurance policies that give their families protection against the inevitable day that comes, like other citizens of the United States, and they can't get it now because the old-line insurance companies of this country do not want that business, and when they take it they limit the benefits and they name prohibitive premiums to the coal miner. So he does without the protection, and the union that these men have organized now asks that they be protected, and we assert our intention to secure for them that protection.

Also speaking in the conference, tion.

tion.

Also speaking in the conference,
Thomas Kennedy, secretary of the
union, warning that the royalty-insurance demand can not be "laughed off,"
stated that 15% of coal miners are affected by miner's asthma or silicosis,
which has disabled many of them, partially or totally

which has disabled many of them, partially or totally.

Continuing, he said "there are very few mining states that provide compensation for occupational disease or for the hazards of this disease in the mining industry." While Pennsylvania is "supposed" to have such a law, he said, it has "been set aside" by court decisions "which isolate all of these victims from receiving compensation for this particular disease."

"Let us take up another angle—insurance for death, whether it happens in the mine or outside of the mine," Kennedy continued. "We know that compensation to some extent, not to meet the needs of the family, is provided in many states, but we know it is inadequate and you know it is inadequate."

madequate and you know it is inadequate.

"We also know that those who may die outside of the mine receive absolutely very little insurance because of the prohibitive rates charged for even a small industrial policy—and they are mostly industrial policies, as issued by the insurance companies of this country.

"We propose through this arrange-ment that proper insurance coverage be ment that proper insurance coverage be given to our people, the same as it is in other industries and in other parts of the nation. The expectancy of life in the mining industry for those employed in it is much shorter than in any other industry. The hazard is greater. That is why insurance premiums are almost prohibitive."

In rejecting the mine workers' demand for a royalty, the coal producers' executive committee negotiating with the miners asserted they have no authority to make a commitment of this character for the industry, as the matter does not go to the question of wages, hours, or working conditions.

The coal operators said that the so-called health insurance royalty proposal "is a matter of public concern" and therefore "a problem that should be considered" by "public legislative bodies," rather than by a wage conference, "and then only after a complete and thorough investigation by such legislative bodies of all the problems involved."

# Returning Veteran and Group Cover

NEW YORK—H. E. Critchfield, vice president in charge of the group department of Travelers discussed group accident and health insurance in the panel at the meeting of the American Management Association insurance division on "The Returning Veteran and Your Insurance Program." He said the most recent development in disability insurance, the addition of reimbursement for the expense of medical care other than surgical operations, is still very much in the experimental stage.

still very much in the experimental stage.

It is his opinion that the increase in frequency and duration of disability from sickness which started early in 1943 is due not so much to malingering as to the fact that women and older men have replaced healthy young workers and working hours have been increased as much as 50%. He said, however, there probably have been claim payments made where no real disability existed to account for some of the increases.

It has been found that this condition is accentuated where there is a high

It has been found that this condition is accentuated where there is a high ratio of wekly benefits to take-home wages. Mr. Critchfield pointed out that rapid plant and manufacturing expansion could not be accompanied by a corresponding expansion of industrial relations and personnel staffs today and that the experienced claim and medical staffs of insurance companies have been seriously depleted. Loss cost has increased about 50% and ways and means must be found to meet it. He said a great deal is being accomplished by greater cooperation between employers and insurance companies in recognizing

great deal is being accomplished by greater cooperation between employers and insurance companies in recognizing proper claims and paying benefits only to those fairly entitled to them.

Commenting on the interest in the problem that may be created by absorbing into industry returning veterans who are physically impaired and the possible effect upon insurance, Mr. Critchfield stated that in his opinion the returning veteran will not be a bad risk but whatever may be the cost of increased payments due to veterans' impairments, it must be met.

Maj. Edward Millea, chief of the reemployment section selective service headquarters at New York, speaking on the same panel, emphasized the fact that returning veterans are not psychiatric cases. He compared their nervousness and jitters to the reaction any one has returning to work after a month's vacation. They get over it very fast, he said and pointed ou that records show that of the men necessary to confine to hospitals for some psychoneurosis or neuro-psychiatric disturbances, more than 80% were discharged within three months as arrested or cured and these were just the men it was necessary to hospitalize.

#### Behrens Death Removes Vibrant Insurance Force

(CON'T FROM PRECEDING PAGE)

teers, those that have used deceptive methods, those that have been ill managed, have given the city a reputation that it did not deserve. Mr. Behrens was determined so far as he was concerned to set up an insurance organization that would be sound financially, that would pursue correct methods, that would elicit the respect and confidence of the people, that would attract attention from business men and that would do something to give Chicago a different reputation than it had.

SERVICES AT SAN FRANCISCO

SAN FRANCISCO—Funeral services were held for Herman A. Behrens here March 16. Mr. Behrens, who formerly lived in San Francisco from age 16 until he went to Chicago for Pacific Mutual Life in 1908, died at his beautiful home at Belvedere, an island in the northernmost end of San Francisco Bay and locale of many fine homes. Mr. Behrens has maintained his San Francisco bay area home for many Francisco bay area home for many years and endeavored to spend several months there annually. He was inter-

ested in yachting and was a member of the San Francisco Yacht Club, Los An-geles Yacht Club and the California Yacht Club. He participated in many yachting events on San Francisco Bay before war stopped this sport. A large delegation of San Francisco insurance men attended the services.

#### Addendum to Pa. Table

Casualty premiums and losses for two companies, General Accident and Employers Mutual Casualty, were not available for inclusion in last week's issue. For General Accident the figures are: Total, \$1,579,237 and \$494,884; auto liability, \$460,791 and \$104,601; other liability, \$185,685 and \$28,506; compensation, \$360,800 and \$155,850; glass, \$17,366 and \$5,691; burglary-theft, \$52,431 and \$22,938; P.D. and collision, \$269,740 and \$95,107; A. & H., \$211,311 and \$80,285; boiler and machinery, \$20,503 and \$1,898. This places General Accident in the leaders' table.

Employers Mutual Casualty figures in 1944 in Pennsylvania were: Total, \$123,569-\$66,867; auto liability, \$39,220-\$16,972; other liability; \$9,062-\$767; compensation, \$46,279-\$24,092; glass, \$4,360-\$1,516; burglary-theft, \$975-\$111; P.D. and collision, \$23,066-\$23,414, and A. & H. \$60,200.

and collision, \$23,066-\$23,414, and A. & H., \$603-\$0.

DRIPS & OF SERVICE AGENTS AND POLICYHOLDERS

> The real test of an insurance company is not the number of years it has been in existence, but how it has conducted itself during its lifetime.

> The substantial progress we have shown during the past quarter-century has laid a solid foundation for the building of a promising future. The record thus far achieved is an inspiration for constant and expanding efforts to promote further growth and development.

To the invaluable loyalty and support of our agents . . . the confidence and satisfaction of our policyholders . . . and to all others who have contributed to this record, we take this means of paying grateful tribute.



# INSURANCE NEWS BY SECTIONS

# MIDDLE WESTERN STATES

# Gray Tells Many Ohio Activities

Theodore M. Gray, executive secretary of the Ohio Association of Insurance Agents, in ad-

dressing a group of about 50 members of the Lima-County surance Associa-tion at Lima, reviewed the many in which the Ohio associa-tion is currently tion is currently engaged. Legislation, of course, now holds the cenr of the stage. He referred to the



T. M. Gray

fact that Superin-tendent Dressel recently addressed " lected" casualty companies stating that the manual of questions and answers submitted to those taking examinations for casualty and surety agency licenses has been criticized on the ground that the questions and answers are entirely too long, technical and numerous. The letter was dated March 6 and the department requested that suggestions be sent to the department by March 20.

Mr. Gray observed that the examina-Mr. Gray observed that the examina-tion was developed by the Ohio agents association and the Ohio casualty man-agers. A number of the companies have already replied that the qualifica-tion laws should be strengthened, he said. Representatives of the Ohio said. Representatives of the Ohio agents association and Ohio Association of Life Underwriters have visited Mr. Dressel to emphasize the impor-

In the past, Mr. Gray said, the Ohio Association of Insurance Agents, the Ohio Association of Life Underwriters and other insurance interests have been consulted by the governor before appointing an insurance superintendent. This time, he said, they were not consulted and Governor Lausche as a matter of policy selected a man who had no knowledge of insurance.

#### Rating Legislation

As to rating legislation, Mr. Gray said that some states have decided to sit tight and see how the situation develops in other states that have en-acted legislation. In some states the casualty industry bill is making much progress. Governor Lausche has progress. Governor Lausence come out for the Metzenbaum fire and

come out for the Metzenbaum fire and windstorm rating bill in Ohio. The agents association is watching that legislation closely.

Mr. Gray spoke in favor of the Liggitt bill to require written reports of traffic accidents to be made to the highway director. The speaker announced the program for the one-day educational conference at Columbus, April 30.

In answer to a question, Mr. Gray said the Ohio Association should aim for a membership of 2.500 agencies.

for a membership of 2,500 agencies.

John R. Hare of Bellefontaine, trustee of the Ohio agents association for the fifth district, made a talk as did to the fifth district of t the fifth district, made a talk as did Levering Cartwright, managing editor of THE NATIONAL UNDERWRITER, R. R. Schryer, president of the local associa-tion, presided and S. G. Folsom was toastmaster. Others at the head table included A. W. Kette of Marion, for-mer Ohio agents association trustee, and Glen C. Webb, prominent agent of Lima, who was slated for election three or four years ago as president of the China, who was stated for election three or four years ago as president of the Ohio agents association but who was unable to take the position due to the fact that he was suffering a prolonged

# **Five Headliners** for Ohio Parley

COLUMBUS - Five insurance men from outside the state will take part in one-day insurance conference to be in Columbus April 30, sponsored jointly by the Insurance Board of Co-lumbus, the Ohio Association of Insur-ance Agents and the college of com-merce of Ohio State University.

merce of Ohio State University.

They are Dr. Ralph H. Blanchard, school of business, Columbia University, New York; E. J. Weiss, president Reliable Fire of Dayton; R. E. Sturges, executive secretary Standard Accident, Detroit; J. Dillard Hull, associate agency director U. S. F. & G., and Ray Murphy, general counsel Association of Casualty & Surety Executives. The talks will be divided between the fire and casualty fields.

The conference will be held on the campus at the university, with morning

campus at the university, with morning and afternoon sessions, and the banquet in the evening at the Neil House in Columbus. Prof. J. Wayne Ley of the university is general chairman.

**Deplores Tax Inequality** 

MINNEAPOLIS—Tax favoritism to-ward cooperatives is undermining the country's business structure, Ben C. McCabe, president National Tax Equality League told the Minneapolis Under-writers Association. Federal tax subsidies given cooperative associations and government-owned business are discriminating against the established American system of free enterprise and free markets, with a distinct threat to the continuance of the profit system.

Cooperatives have their own insurance agencies and their own insurance com-panies. There have been a good many examples of the loss of business of insurance agencies when a private business sells out to a cooperative, Mr. McCabe declared.

"Three years ago the mutual fire and casualty companies were made subject to an income tax but the issue was not squarely met at that time. We are convinced that under the formula set up in the 1942 law the mutual companies will have a substantial tax advantage over their stock competitors," Mr. Mc-

#### Harlan Talks on Compensation

M. S. Harlan, manager of Travelers at South Bend, Ind., who addressed the South Bend-Mishawaka Association of Insurance Agents on compensation and employers' liability insurance, outlined the growth of compensation insurance and reviewed the Ludina compensation. and reviewed the Indiana compensation law. He explained rating procedure, equity and retrospective rating. He said that the latter appears to be attractive to some of the larger self-insured and that some of them are considering changing over to corporate compensa-

He explained the value of the inspe tion service that is provided in this field, the cost of which is included in the premium and said agents can make a strong point on the value of the service they are called upon to render assureds.

#### Not Worried by S.E.U.A. Ruling

DETROIT-There will be no upset in the insurance business as a result of the S.E.U.A. decision that property owners and management need be concerned with, R. W. Wolf of Raymond & Raymond, president Detroit Association of Insurance Agents, told the property management division of the Detroit Real Estate Board in an address on "Wartime

Changes in Insurance." Mr. Wolf discussed the rating bills in the Michigan legislature and the proposed new standard fire policy which will be presented to the legislature shortly. He touched on changes in several coverages affecting property, offered some suggestions for casualty changes that would benefit policyholders and discussed methods of estimating building replacement values.

#### Molzen Newton, Kan., President

NEWTON, Kan.—The Newton Insurance Board has named Roy C. Molzen of the Claassen agency president. He succeeds Charles C. Hart, who has been named chairman of the executive committee, succeeding B. H. Northcott, Jr. D. Thomas Walker of the Regier agency was named secretary-treasurer and Gordon Oliver of Oliver Bros., vicepresident.

Mr. Northcott has been active in securing public lines of insurance for securing public lines of insurance for the board, which include the public schools, Harvey county and city of Newton properties. The latter is new coverage, effective Jan. 1, written under blanket form with 90% coinsurance, much of it previously uninsured.

#### Iowa Legislation Doubtful

DES MOINES-Passage of the New York standard fire policy bill and the rating bureau proposal appears doubtful as the Iowa legislature enters its final days. The session is expected to end shortly after April 1.

The standard fire policy was approved by the senate with only a minor change, but appears to have been pigeon-holed by the house sifting committee. Efforts probably will be made to bring it out of committee before the legislature ad-

The fire and casualty rating bill like-wise appears to have been stymied with both the house and senate sifting com-mittees keeping the bill from floor consideration. Neither house has acted on

#### Seek Local Board Publicity

INDIANAPOLIS-To stimulate interest in public relations, Herman C. Wolff, president of Indiana Association of Insurance Agents, has offered a \$100 war bond to the local board which secures the greatest amount of newspaper publicity during the year. The award will be made at the next annual meeting of the association. It is pointed out that local newspapers want news and that it ought not to be difficult to get more favorable news stories in most local papers than is now the case.

The Indiana association lacks only 55 members to round out an even 1,000, its goal for this year. An effort is being made to reach this goal before the National association special drive in May.

#### Propose Larger Mich. Budget

LANSING, MICH.—Fairly substan-al increases would be allowed the Michigan insurance department, as compared with the 1943 appropriation, under terms of the new budget bill. The appropriation for the first fiscal year would e \$137,215 and for the second \$140,335. The 1943 appropriation was \$116,923.

The proposed new appropriation provides for a \$7,500 salary for the commissioner, compared with \$6,000 in 1943, and for \$107,215 and \$110,335 for each of the two years for salaries and wages of other personnel.

#### State Officers at Jefferson

JEFFERSON, WIS.—Local agents from Watertown, Waterloo, Fort At-kinson and other communities attended the March dinner meeting here of the Jefferson County Association of Insur-ance Agents. Guest speakers were J. S.

Rowland, Racine, president of the Wis consin Association of Insurance Agents; Urban Krier, new executive secretary, who discussed association affairs, and George Peacock, Milwaukee, state agent Agricultural, who spoke as a member of the public relations committee of the Wisconsin Fire Underwriters Associa-

#### Plan Regional at Duluth

DULUTH, MINN.-Plans are being considered for a regional educational conference of Duluth and Iron Range agents this spring. Secretary Frank S. Preston of the Minnesota Association of Insurance Agents and Armand Harris characteristics of the legislating comparis ris, chairman of the legislative commit-tee, met with the Duluth Underwriters Association and found considerable interest in a regional program. Later Mr. Preston and Mr. Harris attended a din-ner meeting of the Range Underwrit-ers Association at Eveleth.

#### Oppose Fire Truck Bill

MADISON, Wis.—Representatives of the Wisconsin Mutual Alliance opposed a bill permitting town mutuals to purchase and operate their own fire trucks at an assembly committee hearing. However, they would agree to an amendment to permit directors to contribute to the sup-port of public fire departments. Several town mutuals have already bought fire trucks, believing this to be legal.

#### Mont. Can't Pay Hail Losses

Losses of the Montana hail insurance board in 1944 amounted to \$360,336 and the insurance carried totaled \$3,588,231, Chairman E. K. Bowman reports. The reserve funds have been wiped out and only 80% of the 1944 losses have been paid. Mr. Bowman expressed the belief that the balance of the losses will be paid as soon as a year or more of lighter losses comes along.

#### Discuss Racine City Insurance

RACINE, WIS .- Report on the insurance program as through the Racine Insurance Board was made at the monthly dinner meetof the board by William H. Car-ter of Carpenter & Rowland, chairpenter of man of the city insurance committee.
Alderman George Due, chairman of the
city council finance committee, discussed related subjects from the administration viewpoint.

#### Kalamazoo Loss \$468,000

The Michigan Inspection Bureau in its report on the loss Feb. 5 of the J. R. Jones' Sons & Co. department store at Kalamazoo estimates that the insurance loss on buildings will be \$77,500, on contents \$261,000, U. & O. loss \$120,000 and rent insurance \$10,000. There have also been some claims for smoke dam-

#### Cancel Iowa Mutual Meeting

The proposed convention of the Iowa Association of Mutual Insurance Agents planned for April 9-10 at Des Moines has been cancelled to comply with gov-

ernment regulations.

A meeting of state officers and directors will be held some time this month in Marshalltown.

#### Rating Bills in Minn.

ST. PAUL-Commissioner Johnson has completed his legislative program with the introduction of several rating bills. The Minnesota legislature has about another month to go and no im-portant insurance bills have as yet been

#### Marion County Agents Elect

The Marion County (O.) Association of Insurance Agents has named A. W.

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Kette, president; Earl Andrews, vice-president, and J. D. Torrance, secre-tary-treasurer. J. W. Llewellyn and Peter Neiding are the new trustees.

#### Jeffery Talks at Rockford

H. J. Jeffery, secretary of Metropolitan and Commercial Casualty, Chicago, spoke Wednesday on fidelity and surety bonds and their place in the modern economy at a meeting of the Rockford (III.) board.

#### Evansville, Ind., Windstorm

The heavy wind which ripped through the north section of Evansville, Ind., will not result in a large number of insur-ance losses. The high value and widely insured sections of the city were not badly hit.

#### Minneapolis Losses Soar

MINNEAPOLIS - The startling increases in fire losses here this year is causing much concern. In the first two months losses are estimated at \$1,064,000 which is \$150,000 more than for all of

#### \$110,000 Iowa Hotel Fire

The \$110,000 insurance on the building and contents of the Independence hotel at Independence, Ia., is considered a total loss as a result of the fire which destroyed the building.

#### Organize in Michigan City

The Michigan City (Ind.) Association of Insurance Agents has been organized recently with Chester Glidden as president and Lindsay C. Lamb, secretary-

#### **NEWS BRIEFS**

N. N. Kline of the Thompson-Kline agency, Hutchinson, Kan., has been moved to his home, following three weeks in a hospital there resulting from a serious heart attack. It will be several works heart attack are returned to his office. weeks before he can return to his office.
One of his three sons, Lt. John Kline

The R. H. Castle agency, Ashtabula, O., has been merged with the Maurice C. Gilbert agency.

of the navy, was able to secure a short leave from his Miami base to visit his father. All three were in the insurance business before the war.

James F. Hearn of Urbana, O., has sold his insurance business to Richard H. Berry, doing business as L. B. Berry Insurance Agency. Mr. Hearn is retiring from active work after being engaged in business more than 70 years.

E. H. Davis, Iowa state agent, and L. J. Wherry, special agent of Home, presented Roy Collins, Clarinda, Ia., a 25-year service medal and certificate. He went to Clarinda in 1919 as secretary of Loranz & Co. and has represented the Home since that time.

The title of the Insurance Women of Rock Island has been changed to Rock Island Association of Insurance Women. At the meeting S. M. Arndt, an attorney talked on the "Life of Chief Justice Oliver Wendell Holmes." The association completed its automobile insurance course. A. E. Stokes, automobile department manager Bituminous Casualty, conducted a general review. Representament manager Bituminous Casualty, conducted a general review. Representatives from local agencies who were discussion leaders in the course included M. E. Myers, American; J. R. Erickson, Western Casualty; P. E. Chunn, Aetna Casualty; Frank Cash, Preferred Accident; H. G. Sehnert, Bitumious Casualty; E. A. Finn and N. M. Adams, American Employers Employers.

Officers and trustees of the Insurance Women of Cleveland and a group of close friends tendered a farewell dinner to Mrs. Kappy Lockman, Manufacturers Fire, first vice-president, who is leaving to join her husband, now in service, at Concordia, Kan.

Concordia, Kan.

E. L. Stephenson, manager of Associated Aviation Underwriters, Chicago, spoke before the Insurance Women of Des Moines on aviation insurance.

Insurance Women of Columbus Monday night held the first of two four-hour sessions on aviation insurance and state insurance laws. James J. Mitchell, Aero Insurance Underwriters, Chicago, is conducting the lessons in aviation insurance and L. U. Jeffries, warden of the Ohio department, on insurance laws.

The R. H. Castle agency. Ashtablas, O...

# REINSURANCE...

**Broad automatic** treaties, understandingly prepared . . .

Unlimited facultative facilities for the unusual risk.

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# IN THE SOUTHERN STATES

#### N. C. State Fire Fund **Bill Passes Senate**

RALEIGH, N. C.—The state fire fund bill has been passed by the North Caro-lina senate. Advocates of the self-insur-ance plan point out that the state has paid \$813,936 in premiums and received \$167,656 in losses in the last 10 years.

#### San Antonio Exchange Meets

San Antonio Exchange Meets

SAN ANTONIO—At a meeting of the San Antonio Insurance Exchange an analysis of the new Texas fire policy was presented through the courtesy of Walter T. Gallaway of Fire Companies Adjustment Bureau. He asked that members notify him of any errors discovered in the analysis. President Walter Grothaus appointed Arthur Randol and C. O. Sawtelle to work with the San Antonio planning board on development of a building code.

President Grothaus and Secretary F. F. Ludolph called attention to the fact that under the present Texas fire policy,

that under the present Texas fire policy, motor vehicle insurance unless specified is excluded. Mr. Ludolph reviewed national and state legislation.

#### Dallas Agency's Anniversaries

DALLAS - Trezevant & Cochran, Dallas general agency, observed its 69th anniversary March 1. Fritz D. Cochran, firm member, marked his 55th anniversary with the agency March 13.

#### **Iacksonville Insurors Elect**

Walter Richardson has succeeded W. H. Avery as president of the Jackson-ville (Fla.) Insurors Association. H. B. Crozier is again secretary.

#### Birmingham Agents Survey **Auto Financing Field**

BIRMINGHAM, ALA.—At the next meeting of the Birmingham Association of Insurance Agents George Raine, assistant manager of the southeastern division of Fire Companies Adjustment Bureau, will speak.

President Maurice M. Walsh has appointed a committee to make a survey of automobile financing and insurance and formulate a report. David Hamilton, chairman of the association's membership committee, will report for duty in the navy the latter part of March.

#### Tennessee Directors to Meet

NASHVILLE, TENN.—The quarterly meeting of the directors of the Tennessee Association of Insurance Agents will be held here March 26. One of the importat matters to be cosidered will be the proposed annual meeting in June ing in June.

#### Crawford Joins Carter Office

B. P. Carter, Richmond general agent, has appointed William H. Crawford, state agent for North Carolina, with headquarters in Raleigh. Mr. Crawford has been with the North Carolina Inspection & Rating Bureau since 1937, recently as special agent and rater.

Mr. Carter feels that under present conditions a rate expert probably will be of more assistance to agencies than any other type of specialized service.

#### C. B. Johnson Opens Agency

Clifford B. Johnson, formerly under-writer of Aetna Casualty in Richmond

Our survey service is a valuable aid to the agent who wants to maintain professional standing in his community. Our fieldmen are qualified to assist in the preparation of insurance programs.

Write us for particulars

**New York Underwriters Insurance Company** 

**Ninety John Street** 

New York

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and more recently with the Richmond agency of Bloomberg & Yourdon, has opened his own agency, known as the Johnson Insurance Agency. He represents Aetna Casualty, National Casualty, Coal Operators Casualty, Bankers & Shippers and Continental Casnalty.

#### Wheeler in St. Petersburg

ST. PETERSBURG, FLA.—Lloyd T. Wheeler, secretary-manager of the S.E.U.A., was guest of the St. Petersburg Insurors' Association to discuss burg Insurors' Association to discuss possible legislation at the session open-ing April 5. J. Robert Foster, Tampa, district manager of the Florida Rating & Inspection Bureau, and R. C. Watkins, special agent, were also present.

#### Start Okla. Inspection Program

T. J. Ellis, Oklahoma fire marshal, has instituted a state-wide inspection program on hotels, schools, night clubs, rooming houses and all other public buildings.

#### NEWS BRIEFS

B. B. Horsman, Sulphur, Okla., local agent, this month marked his 27th year in the business. The agency was founded March 1, 1901. Mr. Horsman is now the sole owner. It has continuously represented Fire Association from the beginning.

W. S. Keese, Jr., of Trotter, Boyd & Keese addressed the Chattanooga chap-

ter of the National Association of Cost Accountants on "Streamlining Business

The Insurance Women of Birmingham, Ala, at the March meeting heard Lt. A. D. Blair, Jr., wounded bombardier, repatriated after a time as prisoner of war in Italy and Germany. He was introduced by Maurice Walsh, president of the Birmingham Association of Insurance Agents. On March 30, the association will hold an informal dance and games party, for the benefit of the Red Cross "Comfort Kiţ" fund.

At the February meeting of the Greens-The Insurance Women of Birming

At the February meeting of the Greensboro (N. C.) Association of Insurance Women the following new officers were elected: President, Miss Nida Swaim; vice-president, Mrs. J. W. Trimble; secretary, Mrs. Nell Durham; treasurer, Mrs. Lottie W. Scott. Thomas G. Redden, Greensboro agent and honorary member of the association, had charge of installation.

Mrs. James Mills spoke at the March

Mrs. James Mills spoke at the March seeting of the Insurance Women's Club f Oklahoma City on the women of hina. An automobile liability class will China. An automobile liability class of start March 26. A regional meeting of insurance women's clubs will be held at Tulsa April 7-8.

The Insurance women of Dains viewed at echnicolor movie made by Maj. Clark Gable. The club will participate in the "Quiz of Two Cities" radio program after the next meeting, April 3. Fort Worth insurance women will be the op-

Elvis Reid, Jr., recently discharged rom the army with the rank of captain, as opened an agency at Murfreesboro,

Lucian Morris has bought the Batch-elder agency, San Antonio.

standard form. It endorses adoption of standard form. It endorses adoption of a bill for deletion of the fallen build-ing clause but requests another amend-ment which would delete the words "riot" and "commotion" from hazards not covered.

In its resolutions the society states that the same position has been voiced by the California Bankers Association, California Building & Loan Association and Insurance Brokers Society of Southern California.

#### Quiz Program at San Bernardino

SAN BERNARDINO, CAL. — The Riverside-San Bernardino Counties Association of Insurance Agents had a quiz program with C. M. Dunn, special agent Phoenix-Connecticut group, and T. R. Alkalay, state agent Standard and Automobile, as heads of the two divisions giving answers to questions.

#### Cal. Board Observes 50th Year

California's oldest regional 1 o c a l agents' association, the Board of Underwriters of Yuba and Sutter Counties, is holding a special community dinner meeting in Marysville, April 17 in recognition of its 50th anniversary. The board was organized following the discrete and expensive rate was of dinner . astrous and expensive rate wars of

Charles C. Hannah, president of Fire-man's Fund, will be the principal speaker. Neal Harris, president Cali-Association of Insurance Agents, will deliver a message from his organrofessional men of the community have been invited to participate. Charles F. Aaron, president, whose father was the board's first secretary and one the prime workers for its organization back in 1895, will be in charge. This year's secretary is Andrew Gallitan. A number of company field men and man-agers, as well as agents' association leaders, also plan to attend.

#### Brokerage Firm's 25th Anniversary

SAN FRANCISCO-French & St. Clair, brokerage firm here, is celebrating its 25th anniversary. The partnering its 25th anniversary. ship was formed in 1920 ship was formed in 1920 when Frank B. Hall & Co. of New York established Pacific Coast offices with W. Shepard French as manager and Arthur O. St. Clair, assistant manager. Within a short time the new firm took over the business of Hall & Co. Mr. French had previously been with Willcox, Peck ghes for nine years in New Or Seattle and San Francisco. Mr Hughes leans. St. Clair, who started in the business with Aetna Fire, was for several years with Johnson & Higgins before joining Mr. French.

#### Honor 60 Years' Representation

over by Fintzelberg & Steinmetz of San Diego was observed at a dinner given by Deans & Homer, Pacific Coast general agents of the company, with the members of the firm as honor guests.

Theodore and Milton Fintzelberg, sons of one of the founders of the have taken over the interest of ather, but Nicholas Steinmetz,

Carl N. Homer of Deans & Homer and E. W. Dunn, southern California

manager of the general agency, at-

#### Check On Applicants' Records

LOS ANGELES-The California department now is turning over all cations for licenses as agents, brokers or solicitors to the state division of criminal identification and investigation for a report before any license granted.

The division cooperates with similar bureaus in other states and with the F. B. I. in checking up on applicants. Already orders to show cause why applicants should be licensed have penal records that run back for some length of time and from several states.

#### Mutual Field Men Organize

The Denver Mutual Fire & Casualty Association has been formed there. Offi-cers are Charles Baur, president; S. C. Roper, vice-president, and Blair Thomas,

The group is made up of field men traveling in the Rocky Mountain area. It is the plan of the association to meet once each month.

#### Aviation L. A. Forum Topic

LOS ANGELES-The Insurance Forum of Los Angeles at its meeting March 28 will discuss aviation insur-

A class of four is now studying Part V, "Accounting and Finance," of the C.P.C.U. course.

#### NEWS BRIEFS

Elmo H. Leuhrs, who has been with the Pacific Board as a surveyor in San Francisco for 25 years, has retired. His associates in the board tendered him a farewell luncheon.

R. R. Redfern, director of public relations of the police department there, talked to the Long Beach (Cal.) Insurance Association on the traffic situation, illustrating his talk with a sound film.

The Insurance Women of Los Angeles heard Miss Vivian Engelbrecht of the public relations department of the Douglas Aircraft Co. talk on "When Johnny Comes Flying Home."

R. Marvin Greathouse, Connecticut General Life, immediate past president of the Accident & Health Insurance Managers Club there, addressed the San Francisco Insurance Women's League on compulsory and other types of state health insurance measures now before the California legisulature.

#### Cincinnati Parley on U. & O.

CINCINNATI — The recent panel discussion by the Cincinnati Fire Underwriters Association for agent members was so successful a similar plan will be was so successful a similar plan will be followed for an agent's educational meeting on April 2. The subject will be "Take the Mystery Out of U. & O." G. B. Maggini, Perkins & Geohegan agency, will be chairman. West Shell will discuss the subject with R. W. Hu-lill Great American kill, Great American.

kill, Great American.

Another educational meeting open to solicitors will be conducted by the association later in April with A. M. O'Connell and E. Russell giving a model presentation for sale of fire extended coverage, auto, and comprehensive liability.

C. L. Edgmon was elected to Class

A membership, the qualifying companies being Union Marine & General, and the Massachusetts F. & M.

Sixty years representation of Han-

sons agency, have ir father, orig the other original member of the firm, still is active.

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# PACIFIC COAST AND MOUNTAIN

#### Seattle's Fire Losses Are Down 16.6%; Insured Losses Total \$559,759

SEATTLE-The city's 1944 fire loss totaled \$622,535, or 16.6% below 1943. The per capita fire loss of \$1.27 was 60.6% lower than the national average, according to the annual report of the

fire chief.

Value of property at risk by fire within the city is estimated at \$64,271,-842, with fire insurance carried totaling \$56,158,822. Value of buildings is estimated at \$43,793,153 with insurance of standard at \$43,493,193 with insurance of \$38,246,063, insured losses of \$319,480 and uninsured losses of \$19,995. Value of content is set at \$20,478,689, with insurance thereon of \$17,912,759, insured losses of \$240,279, and uninsured losses of \$42,779. Total amount of insured losses was \$559,759 and uninsured losses amount to \$62,775.

amount to \$62,775.

Loss per fire was 8.7% lower than in 1943. During the year 64% of the fires and 41% of the fire losses occurred in dwelling occupancies. Careless smokers caused 25.1% of the fires, causing 15.1% of the fire loss. Manufacturing fire losses were reduced 30% in number and 53.6% in dollar value.

#### Intensive Prevention Drive

The favorable record is directly traceable to the fire department's inspection campaigns, 14,017 inspections being within buildings; 8,887 specific fire hazard sinvestigated, and 4,725 fire hazard abatement notices served. The hazard and the property of hazard abatement notices served. The abatement notices cited 16,278 specific fire hazards.
Another important factor

was the auxiliary fire department which operates 36 trucks, 64 pumps, 76,800 feet of fire hose and complete fire fighting equipment with three fire stations manned by army and civilian personnel equipped at key points in Seattle war

industry section.

Working in cooperation with industrial management the department has trained 25,797 industrial employes in 825 industrial plants and organized them into 2,707 fire parties and industrial fire The department distributed 3,570 OCD pump cans to 1,250 buildings and plants together with in-structions on maintenance and opera-

#### Agent Exemption in Wash. Unemployment Comp. Act Vetoed by Governor

SEATTLE—Governor Wallgren has vetoed the section of the broadened unemployment compensation insurance measure which exempts insurance agents and solicitors and real-estate brokers and salesmen from the act.

Heretofore the vetoed section was a part of the law, but at the recent session the real estate people had an exemption written in to apply to real estate agents and salesmen working on commission. Governor Wallgren in vetoing this change automatically removed the emption heretofore applying to insur-ance agents and solicitors working on

#### Utah Legislative Group to Study Insurance Laws

SALT LAKE CITY-A joint resoluwas passed by the Utah legislature before adjournment setting up an in-terim committee of eight for the purpose of clarifying, revising and codify-ing the state's insurance laws and to state's insurance correlate them with federal legislation and court decisions. The committee is also directed to investigate the laws, court decisions, and regulations of other states, and to report back to the next legislature in January, 1947. The com-mittee comprises the attorney-general, insurance commissioner and three members each from the senate and house.

The governor may call a special session to consider post-war measures within the next 90 days and it is pos-sible that insurance legislation will be considered at that time

#### San Francisco Brokers Oppose N. Y. Policy Bill

The Society of Insurance Brokers of an Francisco has adopted a group of resolutions opposing the adoption of the 1943 New York standard fire policy, which is now before the California leg The society says the form, as deprives California several advantages it now appears, property owners of they now have under the California

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# EASTERN STATES ACTIVITIES

# N. A. to Open N. E. Service Office

The North America companies have opened a New England service office at 40 Broad street, Boston. Former quarters have been remodeled and expanded. The official opening will be March 28, attended by President John A. Diemand and Vice-presidents T. L. Smith, L. C. Lewis, H. P. Stellwagen, C. S. Roberts, Bradford Smith, Jr. and J. M. Crawford

Crawford.
Richard B. Neiley is manager in charge of production of the office. Comanagers are James E. Hitchcock, in charge of operations, and Dion W. Taylor, in charge of the casualty and surety business. Field & Cowles will continue to supervise the marine department.

#### Parker Hartford Manager

North America's Hartford office will North America's Harriord onice will serve Connecticut and western Massa-chusetts agents under Grenville M. Parker, manager, although it will here-after report to the office in Boston.

Mr. Neiley was associated with Field & Cowles in Boston. In 1941, he joined North America at the home office. A year later he went to New York as so-

year later ne went to New 10 rk as so-licitor and in 1943 was made assistant manager there. In 1944, he was trans-ferred to Boston as assistant manager. Mr. Hitchcock went with National Fire in 1919. In 1924, he joined North America as automobile special agent at Ruffalo. In 1924, he went to the head Buffalo. In 1934, he went to the head office as an underwriter and in 1937

office as an underwriter and in 1937 was elected assistant secretary.

Mr. Taylor entered the casualty field by way of safety engineering. He served Indemnity of North America as manager of the Boston office, and superintendent of the compensation and liability department at the head office. In 1937, he returned to Boston as manager

#### Agency Boosts Boston in Radio Series

Boit, Dalton & Church, Boston agency, inaugurated a civic program, "Boston Looks Ahead," March 20, on WNAC, key station of the Yankee Network, from 7:45 to 8 p. m. First guest on the 13-week series was Governor Tobin, of Massachusetts, who discussed the future of the Port of Boston, with Louis M. Lyons, reporter of the Boston "Globe," who is program narrator. The purpose of the program is to acquaint Boston residents with the post-war possibilities available to Boston. available to Boston.

#### Opposition on Dividend Bill

BOSTON—Strong opposition developed on a bill before the Massachusetts legislative insurance committee which provides that all dividends declared by any domestic fire company but not paid in each containing the contai in cash or applied in payment of premiums on the renewal of the policy within one year, be paid over to the state treasurer for general uses of the state, unless claim is established later by rightful owners.

#### Short Time Allowance

Counsel Barnes for the mutuals said it would be impossible to resurrect records to show what dividends had been declared and unpaid in early years. Moreover, companies had 60 days in which to notify policyholders of dividends so only six months would be allowed to collect the same before they would be forfeited to the state. Banks are allowed 30 years in which to forfeit unclaimed accounts, it was brought out. Question was raised if the provision applies to contracts outside the state and applies to contracts outside the state and as to the status of the general understanding that the funds of mutual companies belonged to the policyholders.

# Map E. C. Rider for Jersey Shore

NEWARK—"You can never know too much about the insurance business," Leon A. Watson, expert Schedule Rat-ing Office of New Jersey, told the members of the Essex County Insurmembers of the Essex County Insurance Agents Association, at their luncheon meeting Tuesday. Every agent should be prepared to meet competition, not alone at the present, but in the future, said the speaker.

He spoke briefly on the changes the new streamlined fire insurance policy had brought about and also on coinsurance and mortgage clauses and the

nad brought about and also on coinsurance and mortgage clauses and the various changes in rules.

He stated he is working on a new extended coverage endorsement brought about through the hurricane last September along the New Jersey shore resorts affecting the "waves and wind situation"

sorts affecting the "waves and wind situation."
Herbert L. Brooks, president of the state association, spoke on present legislation. Five new members were elected, making a total of 145. A 20 hour course is in preparation for future agents and brokers.
President Stacey C. Oberman presided and David Binder was program chairman.

#### Revive N. J. Mutual Insurer

Retail Merchants Mutual Fire of Paterson, N. J., that has been inactive for several years, has been acquired by Mayor Martini of Passaic and Benjamin Garfinkle. The home office will be moved to Newark.

#### Bad Losses in W. Va.

Three big fires in February were responsible for raising the total loss for the month in West Virginia to \$1,004,513, according to State Fire Marshal Kidd. He estimated that fire in the Fairmont theater building at Fairmont cost \$400,000; Hancock Manufacturing Co., New Cumberland, \$150,000, and North Fork Hotel, North Fork, \$110,000.

#### D. C. Insurers' Program

The Insurance Association of the Disrict of Columbia participated in a meet-ing of other business men there Wednesday as a part of the local group's public relations program, which is geared with the National association public relatons campaign.

The Charles T. Goodrich & Son agency at Newburgh, N. Y., has completed 50 years representation of North British & Mercantile. The agency is completing its 75th year in the business. Carlisle Goodrich of the agency is one of the four remaining founders of the Insurance Federation of New York.

# CANADIAN

#### Quebec Auto Rates Up

QUEBEC - Automobile premiums AUCEBEC — Automobile premiums have been increased to meet accelerated losses. Coverage, including liability, property damage, fire and theft, on small cars here and in Montreal and Levis now costs \$50.75, an increase from \$43.75. The 1941 rate was \$62.65. Like coverage on larger cars has been increased from \$46.25 to \$52.75. Rural rates have been increased proportionately.

Despite a driving, heavy rain that soaked him through after he had gone but 100 feet, Charles Priestman, 79, secretary of the Ontario Insurance Agents Association and the Toronto and District Insurance Agents Association, completed his 25-mile walk from Toronto to Oakville March 17 in six hours.

# MARINE INSURANCE NEWS

### Marine Experience in 1944 Is Shown

	(Exclud. W		Net	Marine Paid	(War Risks only)						
		Losses Pd.	Prems.	Losses	Net Prems. I.						
Merchants Fire	. 468,987	186,809	72.236	33,864	120,767	23,680					
Houston F. & C		20	-181	10,670							
Imperial Assur		*****	66,931	19,777							
United Firemen's.		*****	71,712	21,223	*****	*****					
Nat'l F. & M., N. J		*****	5,963	2,788	*****	*****					
Hamilton, N. Y			2,247	993							
Reinsurance Corp		51,546	904,580	462,846	-16	4,137					
National Reinsur.			393,291	189,192							
Union Mar. & Gen	. 631,864	158,879	54,414	10,265	304,322	76,669					
Phoenix, Eng			258,166	76,405							
Columbia, N. Y		*****	52,589	15,564		*****					

# Mutuals Broaden PPF Jewelry Cover, Cut Term Minimum

The Mutual Marine Conference adopted the personal property floater changes recently put into effect by the Inland Marine Underwriters Association and added two other extensions. It made the three-year minimum premium the same as the annual minimum premium-\$50 in most states. In announcing the changes, the conference stated that this move is expected to appeal to middle class prospects and enlarge the sale to them. The statement added that underwriters con-sider these assured the preferred class for this coverage.

for this coverage.

The other extension is in the coverage of unscheduled jewelry and furs. The I. M. U. A. form restricts coverage on these objects to \$250. More protection may be purchased on them, but only against fire, the hazards of the extended coverage endorsement, burglary and holdup. Under the new mutual form, the \$250 limitation does not apply to fire and extended coverage perils and the all risks insurance on these objects may be increased to a maximum of \$1,000 for an additional charge of \$2.50 per \$100 for one year and \$6.25 for three years.

These changes are effective March 20,

except in states where filing is neces-

#### Marine Underwriters of Los Angeles Organize

LOS ANGELES—The Marine Underwriters of Southern California has been organized here, with these officers: President, Leonard T. Backus, Fireman's Fund; vice-president, Ellis L. Bensen, Automobile; secretary-treasurer, Clarence O. Hunt, Fireman's Fund. The executive committee is yet to be named. to be named.

The organization committee was com-

posed of R. A. Mitchell, North America, chairman; J. H. Corbett, St. Paul F. & M.; F. A. Hall, Security; J C. Vogler, Newhouse & Sayre; C. R. Thornton, Mathews & Livingston, and John Rossi, Home.

#### Lehmuth with Jones & Whitlock in New York

Jones & Whitlock has appointed G. Cameron Lehmuth to the inland marine department of the New York office. Mr. Lehmuth has been with the general agency of Deans & Homer, San Francisco, in charge of the inland marine and Lloyds department.

Prior to his association with Deans & Homer, Mr. Lehmuth was with North America and Travelers Fire a number

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MAIN & BAKER, INC. GENERAL ADJUSTERS for the COMPANIES

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of years, in the east coast and Pacific Coast territories.

#### PPF Through Stamping Office

WASHINGTON - Under the District of Columbia rating law, the per-sonal property floater is going through a stamping office, officials of the rating bureau say. This has been approved by bureau and by Superintendent

#### Marine Syndicates Reelect

NEW YORK—American Marine
Hull Insurance Syndicate, U. S. Salvage Association and American Marine
Insurance Syndicate for Insurance of
Builder's Risks held annual meetings last week and reelected managers for a



# MOTOR

#### Doremus Urges Agents to Get Set with Bankers

Frederick W. Doremus, vice-president of American, in addressing a meeting of the Insurance Exchange at Houston, de-clared that this is the time for local agents to discuss the post-war automo-bile financing situation with their local banks and do a cooperative job of keep-ing banking and insurance functioning functioning locally in this important field.

Local agents have much to offer to bankers, he said, because they have an intimate knowledge of the property values of a customer and his responsibili-

Mr. Doremus said there are 17 insurers that are owned and operated by national or regional finance companies 1941 they wrote premiums of \$66 llion. This money was thus diverted from local agency sources.

The local agents, he said, should circularize their customers urging them to finance the purchase of their new auto-mobiles direct with the local bank and place automobile insurance direct with the agents.

Direct financing with local banks involves changing the buying habits of the public. They have been skillfully educated to expect the dealer to handle the financing and insurance transactions for them. When the gigantic post-war for them. When the gigantic post-war automobile market arrives there will be keen competition for the purchaser's dollar and by preparing now for that market the local agent and the banker can get a fair share of this business.

#### Progressively Diminishing Deductible New Allstate Form

Allstate and Allstate Fire brought out a form of collision insurthat is officially known as pro-sively diminishing deductible, but is familiarly referred to as "disgressively

gressively diminishing deductible, but that is familiarly referred to as "disappearing deductible." It is aimed at attracting assured who like the 80-20 collision form but object to the cost. Allstate writes this new policy in \$25 and \$50 units. As to losses up to \$25 or \$50 depending on which plan is selected, the policy operates as a conventional \$25 or \$50 deductible form. Above those amounts the insurer pays Above those amounts the insurer pays twice as much as it would under the conventional deductible up to the point where the policy becomes full coverage. That is, for a \$35 loss under a \$25 disappearing deductible, the insurer would pay \$20. For losses of \$50 and up the insurer would pay the entire amount.

The rate for the \$25 form is about midway between a \$25 deductible and an 80-20 form. The rate for the \$50

an 80-20 form. The rate for the \$50 plan is about midway between a \$50 and a \$25 deductible.

The originator of this form is believed to be W. R. Ruegnitz, manager of the automobile department of Buffalo. The plan which that company calls "Buffalo exemption" has been on the market since 1936. Erie Insurance Exchange has been offering the plan for about three years.

#### **Auto Claims Less Severe**

Automobile claims have begun to show a decline following more moderate weather. At the time of the severe cold weather which was accompanied by snow, sleet and ice, the claims mounted materially. They were largely collision, personal injury, property damage claims. It was skidding automobiles or those beyond control that caused much dam-

Walter A. Robinson, Ohio deputy su-perintendent, who is chairman of the blanks committee of the National As-sociation of Insurance Commissioners, has called a meeting of the committee to be held at the Commodore Hotel, New York City, April 28-May 1.

## **Urges Dropping Rate** Law Movement

#### (CONTINUED FROM PAGE 24)

exhaustive restudy of the entire situa-tion so that if and when it is decided that legislation is necessary the industry should know better than it does now what the pattern of supervision ought

Mr. Patterson ventured the opinion that if by January, 1948, an intelligent beginning has been made in effective state supervision which gives promise of a reasonable degree of success the in-dustry should be able to get from Con-gress a further moratorium.

Much of the pressure for legislative action now comes from insurance departments, he observed. They wish to preserve the right to supervise the business and also see to it that the right to collect taxes is not lost to the state. Mr. Patterson said that many insurance de-partments today are so constituted they can scarcely be expected to give a creditable account of themselves in so important a matter as approving or disapproving a rate schedule. That would call for reorganization of departments acquisition of actuaries and other technical experts and there is no early prospect of a surplus of trained personnel which the insurance departments could draw.

Objection to the enactment of legislation now is so widespread and per-sistent particularly among independent stock companies and independent mu-tuals that the only hope of bringing about anything approximating unani-mous consent lies in scrapping for the time being the program based on early enactment of rate regulatory legislation and starting again from scratch. "Otherand starting again from scratch. "Otherwise," he said, "these independents, both stock and mutual, will continue to feel that, despite the invitation extended from time to time to some of them to express their viewpoints and to participate in the deliberation that resulted in the model bill program, that program had its inspiration and derived too much of its support from a group in whose philosophy the idea of regimentation has always been deeply ingrained."

Mr. Patterson appends excerpts from replies that he got to his questionnaire from 14 companies which are in favor of further study and postponement of leg-islative action. Of the other replies that he received, two companies advocate no legislation now or ever and 10 com-panies support the model bill program in varying degrees and are generally favorable to early enactment.

# Late Casualty News

#### **Aviation Accident Cover** Lively Field, Glasgow Says

With the end of the war there will be a vast increase in foreign travel, most of it airborne, R. J. Glasgow, superintend-ent of the aviation accident department of Continental Casualty, said in the lecture series on aviation insurance being given in Chicago. Much of this increased travel abroad will be for pleasure pur-poses, he said. Rates for accident coverage on such trips will go down as such

travel increases after the war.

As aviation accident business grows, various forms of coverage will be broadened and liberalized, paralleled by a tendency to include more and more aviation under a standard disability form, he said.

The claim problem is really not problem at all in this business, he sai This is due to the fact that death losses exceed time losses by a wide margin, and death losses usually are quite easily adjusted. In addition, aviation accident forms as a rule are simple and easily un-derstood. Hence, there is little room for controversy over policy conditions. Setlement of foreign travel claims out-

side of the United States sometimes present a difficulty, mostly consisting of delay in getting settlement papers. There still are claim adjustment offices that will handle investigations and make settlements in remote parts of the world.

G. D. Holcomb, manager of Aero Insurance Underwriters, will close the series March 26 with a discussion of the selling of aviation coverages.

#### Occidental Life Names Sullivan in San Antonio

Occidental Life of California has appointed Francis C. Sullivan general agent in San Antonio. He is a member bar, and has been prominent in public life and civic activities.

Mr. Sullivan entered insurance work with American Hospital & Life of San Antonio, became one of its leading producers and was appointed manager in Tulsa, Okla. He was the first president of the San Antonio Association of Accident & Health Underwriters

#### Form Boston Surety Claim Group

BOSTON-Boston Surety Claim Association has been organized, constitu-tion and by-laws adopted, and these of-ficers elected: President, F. Preston Herring, Maryland Casualty; vice-presi-dent, Eugene M. Clennon, Massachu-setts Bonding; treasurer, Bart Mulcahy, Contury, Ledomitty, secretary, Leson Century Indemnity; secretary, Joseph Harrington, New Amsterdam Casualty.

#### Cal. Health Bills Reviewed

LOS ANGELES—Howard J. Brace, vice-president and secretary of Occidental Life, told the Accident & Health Managers Club of Los Angeles about the compulsory health bills now before the California legislature and pointed out some of the features that are likely

prove undesirable. President Ralph W. Smith of Unity Life & Accident spoke briefly on the Rhode Island cash sickness law and its

operations. Mr. Brace said there are 20 health insurance bills now before the legislature and selected five as the most impor-He reviewed these bills in some

#### N. Y. Hotel Group Deal Closed

The industry-wide group life, sickness and health and family hospitalization plan announced some months ago by the New York Hotel Trade Council, an affiliate of the American Federation of Labor, was formally contracted for this week. It covers nearly 25,000 employes of virtually all the city's large hotels except Waldorf-Astoria, Lexington and Parkison Plane which cept Waldort-Astoria, Lexington and Barbizon-Plaza, which are not unionized. The plan is financed by the employers and administered by the union, the cost to the operators being more than \$1 million a year. The agreement provides for an insurance trust fund administered by ministered by trustees. Coverage is provided by Prudential and Associated Hospital Service of New York.

#### Suspend Doctors in Fraud Ring

BOSTON-The state board of regis tration in medicine has suspended the licenses of four physicians and taken under advisement a fifth doctor, the latter in the army medical corps at Fort Devens, for alleged participation in an automobile incorps as four distributions. automobile insurance fraud ring.
Judge F. A. Crafts of Waltham,

brought the cases to the board, said the physicians paid car owners \$25 to make false accident reports and then collected amounts supposedly paid the automobile owners.

The four suspended doctors are Dr. Morris Morris J. Kupper and Dr. Samuel Greenstein of Roxbury, Dr. Nathan Ga-ber of Boston and Dr. Theodore Rosen of Brookline.

Alex D. MacKellar has left the Detroit branch office of Zurich to join the Beaver Realty Co. as manager of its insurance department.

FINANCIAL CONDITION OF

# THE ÆTNA LIFE AFFILIATED COMPANIES

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1945

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CONNECTICUT

Morgan B. Brainard, PRESIDENT



The annual statements of the Ætna Life Insurance Company and its three affiliates, The Ætna Casualty and Surety Company, The Automobile Insurance Company and The Standard Fire Insurance Company, here presented in condensed form, assure lasting and dependable security to each and every policyholder. Throughout these years, in peace and in war, in depressions and in prosperity, this all-protecting insurance institution has staunchly upheld its reputation for prompt and fair claim settlements in all the great fields of insurance — Life, Casualty, Fire and Marine.



CONDENSED STATEMENTS

#### 95TH ANNUAL STATEMENT OF THE ÆTNA LIFE INSURANCE COMPANY

ASSETS \$1,040,777,099.65 LIABILITIES \$986,014,588.95 Capital Surplus \$15,000,000.00 39,762,510.70

Surplus to policyholders

\$54,762,510.70

38TH ANNUAL STATEMENT OF THE ÆTNA CASUALTY AND SURETY COMPANY

ASSETS

LIABILITIES \$74.383.397.35 Capital Surplus \$ 3,000,000.00 28,661,358.70

\$106,044,756.05 \$74,383,397.35

Surplus to policyholders

\$31,661,358.70

32ND ANNUAL STATEMENT OF THE AUTOMOBILE INSURANCE COMPANY

ASSETS \$39,603,460.65 LIABILITIES \$23,651,936.11 Capital Surplus \$ 5,000,000.00 10,951,524.54

Surplus to policyholders

\$15,951,524.54

35TH ANNUAL STATEMENT OF THE STANDARD FIRE INSURANCE COMPANY

Capital

\$1,000,000.00

ASSETS \$7,989,291.87 LIABILITIES \$4,667,063.55

Surplus

2,322,228.32

Surplus to policyholders

\$3,322,228.32

Total premium income — all companies — 1944 Paid to or for policyholders since organization Life insurance in force December 31, 1944 Increase in Life insurance in force during 1944 \$ 241,460,875.34 2,409,839,563.85 6,067,999,426.00 200,116,840.00

THE ÆTNA LIFE AFFILIATED COMPANIES WRITE PRACTICALLY EVERY FORM OF INSURANCE AND BONDING PROTECTION

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#### FINANCIAL STATEMENTS DECEMBER 31, 1944

AS FILED WITH THE NEW YORK STATE INSURANCE DEPARTMENT

Companies	Capital	Total Admitted Assets	Liabilities (except capital)	Surplus to Policyholders
Firemen's Insurance Company of Newark, N. J. Organized 1855	\$9,397,690.	\$47,130,231.	\$28,055,067.	\$19,075,164.
The Girard Fire & Marine Insurance Company Organized 1853	1,000,000.	5,958,832.	3,432,784.	2,526,048.
National-Ben Franklin Fire Insurance Company Organized 1866	1,000,000.	5,394,449.	2,949,349.	2,445,100.
The Concordia Fire Insurance Co. of Milwaukee Organized 1870	1,000,000.	5,596,255.	2,948,027.	2,648,228.
Milwaukee Mechanics' Insurance Company Organized 1852	2,000,000.	14,503,909.	7,996,070.	6,507,839.
The Metropolitan Casualty Insurance Co. of N. Y.	. 1,500,000.	13,753,424.	10,242,361.	3,511,063.
Commercial Casualty Insurance Company Organized 1909	1,000,000.	13,854,224.	9,503,906.	4,350,318.
Royal Plate Glass and General Ins. Co. of Canada	100,000.	353,605.	4,222.	349,383.

Pittsburgh Underwriters - Keystone Underwriters

PACIFIC DEPARTMENT 220 Bush Street San Francisco 6, Calif.

SOUTHWESTERN DEPARTMENT 912 Commerce Street Dallas 2, Texas HOME OFFICE 10 Park Place Newark I, New Jersey



CANADIAN DEPARTMENTS 465 Bay St., Toronto, Ontario 404 West Hastings St., Vancouver, B. C. WESTERN DEPARTMENT 120 So. LaSalle Street Chicago 3, Illinois

FOREIGN DEPARTMENT III John Street New York 7, New York

BUY MORE BONDS - - AND KEEP THEM